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Inside Dope

By George F. Taubeneck

The Flower That...
The Executive Temper
Nation's Harried Executives
Still Have Sense of Humor
Thought for Food
More Strife Unless...

The Flower That...

Recently we've been spending some interesting off-duty hours with James Dewey, ace federal conciliator.

No, we can't offer you any inside dope on the strike situation. But we can tell you that Mr. Dewey is a delightful raconteur, and good company.

Mr. Dewey often breaks the tension in labor-management battles by telling funny stories.

One of his best relates to the time that, as an extremely young Congressman from Pennsylvania, he became pals with another freshman Representative from New York.

This man has since become one of the best-known political figures in America. So we'd better use discretion and not identify him in this story.

Anyway, so Jim's story goes, the pair of young Congressmen once met Capitol Hill's oldest man-of-the-people, Senator Glass of Virginia.

Senator Glass trained his razor-sharp left eye upon Dewey's pal, and said:

"Suh, you remind me of the South's greatest statesman, Henry Clay."

"Tizat so? Uh, why, that's wonderful. How do I remind you of Henry Clay? Is it my face? My voice?"

"No suh. It's yoah breath!"

The Executive Temper

One more—as Dewey relates it: Hollywood is the Practical Jokers' Paradise.

High tensions, high salaries, and high blood-pressures are the trademarks of Movieland.

And so sharp breaks with routine and convention—as can be epitomized in a practical joke—are valued highly in the City of the Angels.

(In modern parlance, there are two definitions of the word, "angel." Hollywood recognizes only the Broadway-slang definition: "a sucker who's lousy with money and eager to become a part of show business.")

The practical joke which will be reported in the following paragraphs surely was one of the mildest, and most assuredly the only printable one, we've heard about.

It concerns a certain fabulous producer of motion pictures, and two of his irrepressible, irresponsible, "irregardless" writers.

The two writers wanted to give their gold-plated boss a suitable Christmas present—an original one. After many lengthy confabs and too much Scotch-and-soda, they hit upon this idea:

A huge pad of paper imprinted: "Memorandum to My Staff."

Underneath this headline came an assortment of sub-heads reading:

"It nauseates me to learn..."

"Busy as I am, you screwballs have succeeded in adding more misery to my..."

"I'm shocked to discover the flagrant violation of my cherished..."

"Can't anybody around here do anything right? I'm incensed..."

"I'm going mad! You're all letting me down. Why in the name of..."

Accompanying this printed memorandum was this penned note:

"And now you can go on from there, Boss."

(Concluded on Page 8)

Sears Freezer
Prices, Mail,
Start at \$162

CHICAGO — Deliveries on mail orders for Sears, Roebuck & Co.'s postwar line of home freezers, originally scheduled for Feb. 15, and for placement of floor models in Sears outlets, planned for March 1, have had to be postponed pending the settlement of the electrical workers' strike.

Mail order and retail prices have been approved by OPA, however, for both the Philadelphia and Chicago areas. They run as follows:

Cu. Ft.	Chicago		Philadelphia	
	Mail	Retail	Mail	Retail
6	\$162	\$169.50	\$167	\$174.50
9	194	204.50	194	209.50
12	232	244.50	232	249.50
18	292	304.50	297	314.50

Prices in the Chicago area, just released (Philadelphia prices were approved in January), run approximately 3% lower because of Chicago's proximity to Sears' manufacturing outlet: the Seeger-Sunbeam plant at St. Paul. Prices in other zones will be higher only to the extent that freight and handling charges necessitate, according to C. W. Jones, supervisor of the Coldspot division.

This would have meant generally a \$5 difference between Chicago and Philadelphia. The duplications listed for the 9 and for the 12-cu. ft. boxes occurred only because the delay in setting final prices vs. the pressure of the catalog deadline allowed the error to go through, Mr. Jones has explained.

Since the figures have been printed and released as shown above, they will have to stand as is until the fall catalog allows a new posting of prices, he said. The Philadelphia prices probably will be changed then.

Refrigerators have been allotted no prices yet, and production on these also is uncertain as to time scheduling. The first two models to appear, however, will be a 6 and an 8-cu. ft. Coldspot produced, as before, by Seeger-Sunbeam, according to John

(Concluded on Page 4, Column 5)

'Inferior Frozen Foods'
Warning Is Sounded

ATLANTIC CITY, N. J.—A warning that the frozen foods industry must "police" itself against inferior products or suffer government interference was sounded by Edwin T. Gibson, vice president of General Foods Corp., in speaking before the National Frozen Food Packers Association convention here last week.

Mr. Gibson asserted that the \$100,000,000-per-year frozen foods industry was being jeopardized by production of inferior products.

"If shoddy merchandise provokes the public into voicing its disappointment, government agencies will take heed and then we'll have restrictive laws," he said.

The Canners Show held here was devoid of exhibits of home freezer or store frozen food dispensing equipment. It is understood that directors of the Canners Machinery & Supply Association have adopted a resolution designed to expedite such exhibits at future shows.

OPA Boosts Profit Factor
For Controls & Cleaners

WASHINGTON, D. C.—The OPA announced last week that profit factors for two specific industries have been changed following a resurvey of financial statistics in the industries. They are:

Electrically operated control equipment covered by MFR 591, for which the new profit factor is 12.5% (a 1.3% increase); and vacuum cleaners, 3.9% (from 4.6%).

Cavalcade to Enter
Appliance Field

CHICAGO—With three home freezers, three radios, and two electric phonographs already on the market, Cavalcade Industries, Inc., here has entered the home furnishings field with the intention of marketing in the future electric refrigerators, washers, ironers, small electrical appliances, housewares, and a line of juvenile furniture and toys.

Designed and tooled by Cavalcade, the products will be manufactured by seven plants controlled by P. W. Yarborough, president of Cavalcade, and his associates, according to Mr. Yarborough. Five of the "controlled" plants and four outside sources are already in production.

Cavalcade's line of home freezers consists of 8, 16, and 24-cu. ft. models selling at \$320, \$500, and \$716, respectively.

Radios now being marketed include two 5-tube a.c.-d.c. table models in wood and plastic cabinets priced at \$25.97 and \$17.59 in Zone 1, and a portable radio receiver. There is also a portable electric phonograph priced at about \$33 and an automatic electric record player which plays 10-in. or 12-in. records or mixed records priced at \$41.95.

Sales are handled directly through the company's own sales organization, with the home office at 39 S. LaSalle St., Chicago, covering Illinois, Indiana, Ohio, Michigan, Wisconsin, and Minnesota.

Erling Anderson is sales and advertising manager, and the following have been appointed regional managers: W. R. Rich, New York City; A. J. Kroog, Atlanta; Elinore Tudhope, Kansas City, Mo.; Joe W. Marsh, Los Angeles; and Lloyd Marsh, Seattle.

Stoll President of
Frozen Food Products

SYRACUSE, N. Y.—Frozen Food Products, Inc., announced recently at its offices in Syracuse, the election of Maj. Lawrence J. Stoll as president and member of the board of directors in place of George W. Meek, who has resigned. This announcement follows the one made recently that Aviation Corp. has acquired a 40% interest in Frozen Food Products, Inc.

Mr. Meek will retain his membership on the board of directors of Frozen Food Products, Inc., and will also serve that company as an independent engineering consultant where he will maintain a close association with the Frozen Food Products, Inc., in their development and marketing of refrigeration appliances and equipment. He will maintain offices in Syracuse.

Aviation Corp. has contracted for the exclusive production of the company's 3-cu. ft. home freezer units, which will be manufactured in one of the plants of the Avco group of companies. Bulk storage equipment will be supplied by Carrier Corp.

Frozen Food Products, Inc., has

(Concluded on Page 4, Column 4)

GM Forms New Subsidiary
For Frigidaire Sales

DAYTON—E. R. Godfrey, general manager, Frigidaire Division, General Motors Corp., has announced the formation of a new corporation, Frigidaire Sales Corp.

This new corporation, a wholly owned subsidiary of General Motors, will have a capitalization of \$5,000,000 and will operate Frigidaire sales branches. Officers will be announced later.

Mr. Godfrey stated that this new corporation will better handle Frigidaire sales activities and permit national pricing of many of the Frigidaire products to their customers.

GM Electrical Strike Ends as
Union Accepts 18½ Cents OfferGov't Figures Refute
Hold-Back Charges

WASHINGTON, D. C.—In contradiction to recent charges that electrical appliance manufacturers were withholding their products from the market, the Civilian Production Administration reports that a spot check of 34 leading producers of refrigerators, washers, radios, ranges, and ironers revealed no excessive inventories.

Less than 50,000 units were found on hand at the end of the year, as compared with more than half a million produced since the end of the war, CPA said.

Six refrigerator manufacturers had only 7,000 units in inventory out of 173,000 produced, according to the report. Nine firms which turned out 187,000 washers showed but 20,000 on hand.

Only 700 ranges were found in the inventory of one large range manufacturer, as against a production volume of 3,000. Out of 2,000 ironers made by one leading producer, 150 were on hand.

Westinghouse Elects
Price President

PITTSBURGH — Westinghouse Electric Corp. has announced the election of Gwilym A. Price as president, succeeding George H. Bucher, who has resigned from that office. Under a recent amendment of the corporation's bylaws, Mr. Price as president will be the chief executive officer.

A. W. Robertson, who as chairman has been the corporation's chief executive officer since 1929, has reached retirement age. He was elected chairman of the Westinghouse board of directors under the new bylaws and will continue as a member of the Westinghouse organization in a less active capacity.

Mr. Bucher was elected vice chairman of the board of directors and will continue to serve as chairman of the Westinghouse Electric International Co., which handles all export business of the parent company, and will have other active duties.

At the age of 50, Mr. Price is one of the country's youngest directing heads of a major corporation. He was elected a vice president of Westinghouse in 1943, and executive vice president in May, 1945.

Ben Scholl Resigns
Post at Brunner

UTICA, N. Y.—B. J. (Ben) Scholl has resigned as sales manager of the Brunner Mfg. Co., it was announced last week.

Mr. Scholl has been associated with the Brunner company in various capacities for over 28 years, having been sales manager since 1936. He is widely known in both the refrigeration and air compressor industries.

During the war, he was selected by Washington to serve as a member on WPB and OPA Advisory Committees for both of the above industries. He is a past president of Pneumatic Automotive Equipment Association and Standard Refrigeration Compressor Association, and is at present a member of the board of directors of the Refrigeration Equipment Manufacturers Association, and chairman of the Refrigeration Condensing Unit Manufacturers Association.

Mr. Scholl's future plans will be announced at an early date, he reports.

G-E, Westinghouse Still
Waiting for Government
Wage-Price Policy

DETROIT—In a surprise move here last week, General Motors Corp. and the United Electrical Radio and Machine Workers (CIO) announced settlement of the strike at the G.M. electrical divisions, which will send 25,000 striking employees back to work at the Frigidaire and Delco Products plants in Dayton, Ohio, Packard Electric at Warren, Ohio, and the Delco Appliance Division plant in Rochester, N. Y.

The settlement calls for a wage increase of 18½ cents an hour, equivalent to \$1.48 a day. The union had originally asked a flat \$2 a day boost. A minimum wage of 90 cents an hour for both men and women and retroactive pay to the extent of 13½ cents an hour, G.M.'s original wage offer, for the period from Nov. 7 to Jan. 15, when the strike began, are also provided.

There was no indication that General Electric Co. and Westinghouse Electric Corp., whose 175,000 employees are still on strike, would attempt to settle on the same terms. G-E and Westinghouse officials say such a wage increase would require price relief.

STEEL STRIKE THREATENS
WIDE INDUSTRY SHUTDOWN

In steel, the strike continues, with more and more industrial plants being forced to halt or curtail their production sharply as inventories dwindle.

Although three of the large brass mills continue on strike, a threatened walkout of workers at Bridgeport Brass Co. was averted when the company offered a 10% pay increase with future increases if possible.

The settlement of the G.M. strike came somewhat as a surprise, and was the result of secret negotiations in Detroit between Harry W. Anderson, a company vice president, and James Matles, director of the electrical union. Their joint statement announcing the settlement was as follows:

"General Motors and the United Electrical Workers, CIO, have agreed to a general wage increase of 18½ cents an hour for hourly rated employees represented by the union. The agreement has been reached through true collective bargaining and forms the basis for the termination of the strike.

"The agreement is being submitted to the local unions for ratification.

(Union members last week voted to accept the offer.)

"Representatives of G.M. and the U.E.W. have been in negotiations since Oct. 10, 1945. The employees involved continued to work during the negotiations until Jan. 15, 1946, the date of the national strike in the electrical industry."

HINGES ON PRICE RELIEF

Commenting on the G.M. settlement, Charles E. Wilson, president of General Electric, said he had no intention of making a new wage offer to the strikers until he had received a reply to the plea for price relief that he had given President Truman at a White House conference on Feb. 2.

"The price consideration is the one hurdle we can't get over," Mr. Wilson told Mr. Truman at this conference.

Mr. Wilson's contention at the conference was that wages and material costs have risen sharply during the past five years while prices of electrical products have remained virtually stationary.

Westinghouse, it is understood, takes a similar view of the situation.

Last week Westinghouse ran a full

(Concluded on Page 4, Column 3)

WANTED Research Engineer

Established mid-western manufacturer of domestic electric refrigerators has an opening for a refrigeration engineer fully qualified to develop and supervise a research program on future products.

Box 1929, Air Conditioning & Refrigeration News

Proven by Performance

IDEAL
Speed-Freeze
PRODUCTS

FROZEN FOOD CABINETS • BEVERAGE COOLERS

IDEAL COOLER CO., 2953 EASTON, ST. LOUIS 6, MO.

Penn Switch Sets Up Canadian Subsidiary

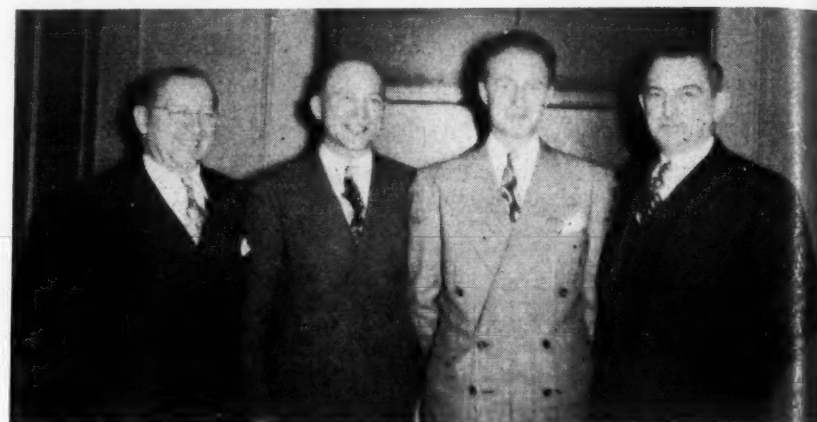
TORONTO, Canada—Penn Controls, Ltd., has been organized here by Penn Electric Switch Co. of Goshen, Ind., to manufacture and sell Penn automatic controls for refrigeration, heating, pump and air compressor applications, plus engine safety controls, announces Albert Penn, president of the parent company.

Arthur H. Hills, for the past 11 years in charge of manufacturing and sales for Sarco (Canada), Ltd., will manage Penn's operations in Canada. Mr. Hills, who received his academic and professional training in Canadian universities, was previously associated with C. A. Dunham Co., Ltd., for 14 years, specializing in heating and ventilating.

Commenting on the new move, Albert Penn said, "This is but another step in the company's expansion program which started approximately two years ago. Anticipated market activity plus a desire to give better service to the company's Canadian customers prompted the organization of this company."

For the past eight years, the company's line had been sold and serviced in Canada through Powerlite Devices, Ltd., of Toronto.

Central Parts Wholesalers Elect New Officers



New officers recently elected by the Central Refrigeration Wholesalers Association paused to pose for this photo. Left to right are Irving Alter (treasurer), Gustave A. Larson (vice chairman), J. P. Glass (chairman), and L. C. Keely (secretary).

Boom In Consumption of Both Fresh & Frozen Foods Pushes Production of Refrigerated Trucks

CHICAGO—To keep pace with the recent unprecedented boom in consumption of frozen foods, as well as the growing demand for long-haul fresh food delivery, manufacture of thousands of refrigerated trucks and trailers is being pushed to the limit, the Refrigeration Equipment Manufacturer's Association has indicated.

These "mobile refrigerators" are needed at once, Rema says, because of the rapid increases in recent years in the consumption of frozen foods. Economists estimate that frozen food consumption in the United States increased 520% from 1936 to 1943. It is predicted that within 10 years the volume of frozen food sales will reach \$11 billion annually with 65% of all perishable foods preserved by freezing.

In the field of fresh food transport, Rema declares, a similar necessity exists. Food producers, distributors, trucking leaders, and refrigeration engineers alike are striving to take immediate advantage of the progress made in mobile refrigeration facilities since 1941.

In order to solve the fresh food-hauling problem during the war, the Army Quartermaster Corps designed and constructed a 10-ton trailer. Equipped with collapsible, refrigerated units of 600, 1,800, or 4,300 cu. ft., the "reefers" were hauled by heavy duty trucks to points near the combat zone.

Then, the cargo was unloaded and dispatched further forward in smaller

vehicles. Mobile companies with fleets of 30 truck-trailer units could transport sufficient meat for nine divisions, the normal composition of an entire army, according to official reports.

A large proportion of the present-day mobile refrigeration equipment has been patterned after the Army's highly successful use of the "reefer." According to Rema, the new truck and trailer bodies combine all the advantages of better insulated, sealed interiors to give improved refrigerating results for the larger cargoes over longer hauls.

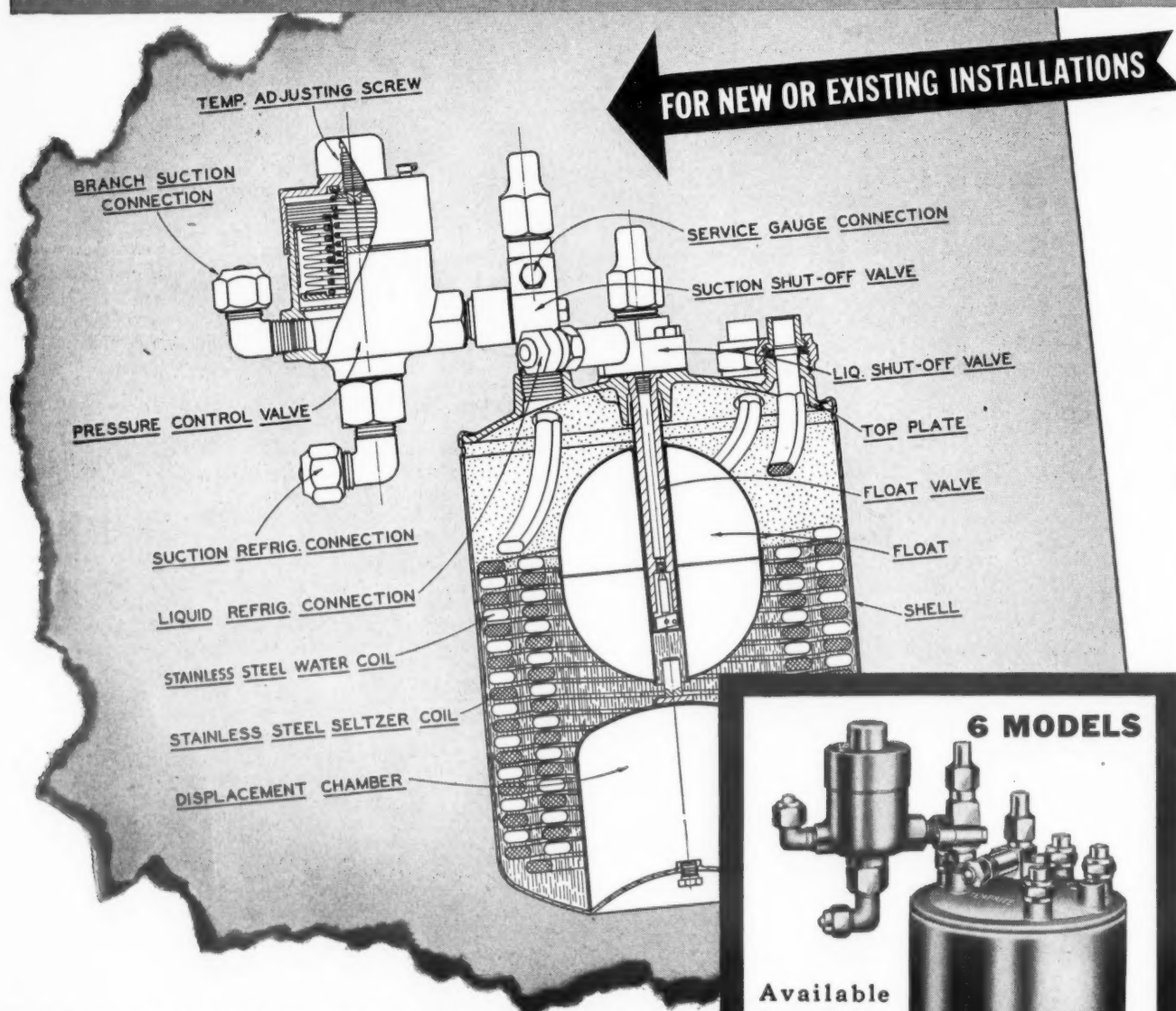
One of the recently reported results of this progress was the transportation of 15 tons of fresh mackerel from New Bedford, Mass. to the Fulton Market in New York City.

R. P. Smith Appointed Wesco Midwest Chief

ST. LOUIS—Appointment of Robert P. Smith as manager of the midwest district of the Westinghouse Electric Supply Co., with headquarters at St. Louis, has been announced by David M. Salsbury, vice president and general manager.

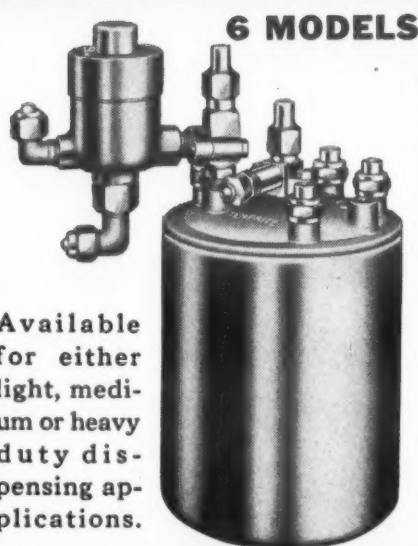
From 1933 to 1939, Mr. Smith was Florida Division manager for Wesco with headquarters at Jacksonville, then became district apparatus and supply sales manager in Atlanta until May, 1944.

Perfect 40° control WITH TEMPRITE SODA FOUNTAIN and BEVERAGE COOLERS



● When you install a Temprite soda fountain or beverage cooler you can be sure of a constant 40 deg. temperature with Temprite's patented instantaneous cooling principle and constant pressure control valve. The beverage is cooled as used and only at the rate required. Can handle either 1, 2 or 3 carbonated or non-carbonated beverages in each cooler. Write for descriptive literature today.

Available for either light, medium or heavy duty dispensing applications.



TEMPRITE PRODUCTS CORP.

Originators of Instantaneous

43 PIQUETTE AVENUE



Liquid Cooling Devices

DETROIT 2, MICHIGAN

SPOT the Problem

CHANGE the Cartridge

MOISTURE
SEDIMENT
ACID



...and the trouble
is CURED

Only with the DFN System can you shift your defense against any condition of moisture, sediment or acid. You merely change the DFN Cartridge according to requirements, such as High Moisture—Acid and Moisture—Sediment and Sludge—Sediment and Moisture—Sediment... then back to the normal Cartridge for continued trouble-free operation.

WIRE MESH PRODUCTS

Monel-Brass-Bronze
Fabricated to Specification for Refrigerant,
Oil, Liquids, and Gases

The DFN System is serviced faster, too. Every cartridge is mechanically packed, hermetically sealed, ready for use when wanted. You simply unbolt the permanent flanged shell, interchange cartridges and re-bolt. For complete information on this low-cost protection ask your distributor or write us direct. Catalog R-7 on request.

McIntire Connector Company Jefferson St., Newark 5, N.J.



DEHYDRATORS • STRAINERS



DEHYDRATES
FILTERS
NEUTRALIZES

FILTERS • NEUTRALIZERS

Price of \$189.95 Set For 3.66 Cu. Ft. Deepfreeze Cabinet

NORTH CHICAGO, Ill.—Zone 1 retail price ceiling of \$189.95 has been established by OPA for the 3.66 cu. ft. Model A-4-46 home freezer produced by Deepfreeze Division, Motor Products Corp. The OPA order also sets up prices to distributors and distributors' prices to three classes of dealers.

On sales to distributors the unit, which is powered by a 1/4-hp. condensing unit, is priced at \$94.98 each in carload lots and \$96.88 each in less than carload lots, f.o.b. North Chicago, Ill.

Prices to dealers, f.o.b. distributor's warehouse, are as follows:

	Zone 1	Zone 2	Zone 3
"A" dealers	\$113.95	\$115.55	\$116.80
"B" dealers	116.71	118.34	119.63
"C" dealers	119.60	121.28	122.50

Class "A" dealers have a sales volume potential of 50 or more units annually.

Class "B" dealers have a potential sales volume of 10 to 50 units annually.

Class "C" dealers have a potential of less than 10 sales a year.

Retail price is as follows:

	Zone 1	Zone 2	Zone 3
	\$189.95	\$192.50	\$194.50

These retail prices do not include delivery or installation and are f.o.b. dealer's store or warehouse.

New Parts Wholesaler Setting Up In Akron

AKRON, Ohio—Joseph S. Moore, former operator of the General Refrigeration Service Co. here, has sold that business to Elmer Dearing, and is opening a refrigeration parts and supplies wholesaling firm at 219 W. Bartges St. to be known as Akron Refrigeration Supplies, Inc.

Associated with Mr. Moore in this new venture are Earl Dubin and Edgar A. Gray. Mr. Gray, who has been a lieutenant colonel in the army, has returned recently from the European theater of operations.

Joseph Horak Operating Head of G-E Branch

BLOOMFIELD, N. J.—Joseph E. Horak has been appointed operating manager, North Jersey Appliance Distributing Branch, General Electric Co., reports Branch Manager, J. C. Saur.

During the past 10 years, Mr. Horak has been associated with the accounting department of General Electric Co. in Schenectady, N. Y.

Immediate Opening for ENGINEERING REPRESENTATIVE in Air Conditioning

Large utility in East needs representative with broad and seasoned experience in industrial, commercial and residential air conditioning of all types. No selling... will represent company as authority in negotiations with present customers having air conditioning and with contractors and manufacturers, and will direct activities to promote growth of this business. Must be capable of designing systems, supervising installation work, and assuring proper application of utility services for air conditioning, heating, ventilating and refrigeration. Opportunity for outstanding man with initiative and personality to fill a permanent, prominent position in a progressive organization. Salary commensurate with post. Write in full confidence for interview, giving age, outline of education and experience and salary desired. Box 1932, Air Conditioning & Refrigeration News.

**Manufacturers of
COMMERCIAL
REFRIGERATION**

Look for the **LACROSSE** emblem for Assurance of Quality and Performance.

**WALK-IN, BEER DISPENSING
and Beverage Coolers**

BLUE RIBBON FARM MILK COOLERS

LACROSSE COOLER CO.

LACROSSE, WISCONSIN

Formerly La Crosse Novelty Box Mfg. Co.

California Association of Refrigeration Engineers Is Formed and Officers Named at Fresno Meeting

FRESNO, Calif.—W. W. Allison of Los Angeles was elected president of the newly formed California Association of Refrigeration Engineers following a recent state-wide two-day meeting of seven refrigeration engineer groups in the Hotel Fresno.

Other engineers elected to office in the state association are: Rowland F. Cooke, San Francisco, first vice president; A. A. Brundage, Fresno, second vice president; Gerald S. Kennedy, Sacramento, secretary; Lloyd Thomas, Monterey, assistant secretary; M. R. Hanks, San Diego, treasurer; and E. F. Brown, Long Beach, sergeant-at-arms.

Those named to the board of direc-

tors were: John Terringer, Fresno; Ralph L. French, San Diego; J. C. Roberts, Los Angeles; Norman Overwieser, Monterey; J. Pat Riley, Long Beach; Larry E. Jensen, San Francisco; and Richard M. Oeberst, Sacramento.

Concurrent with the formation of the state association, a chapter was granted to the Fresno Refrigeration Service Engineers to establish a local chapter of the state group. The Fresno chapter, it was indicated, would have jurisdiction over a fairly wide area, including the towns of Sanger, Los Banos, Dos Palos, and Merced.

Mr. Brundage was elected president

of the Fresno chapter; Nat Leas, secretary; and C. W. McCollm, treasurer.

The state association, which already claims 700 members, has voted to hold another conference here May 4 and 5, and to meet quarterly thereafter.

Henry V. Dick Co. Opens Raleigh Supply Store

RALEIGH, N. C.—Henry V. Dick & Co., Inc., wholesaler of refrigeration, air conditioning, and heating parts and supplies, announces the opening of a branch store at 424 S. Dawson St. in Raleigh, with Wade V. Carter as manager.

Main store of Henry V. Dick is located in Charlotte, N. C.

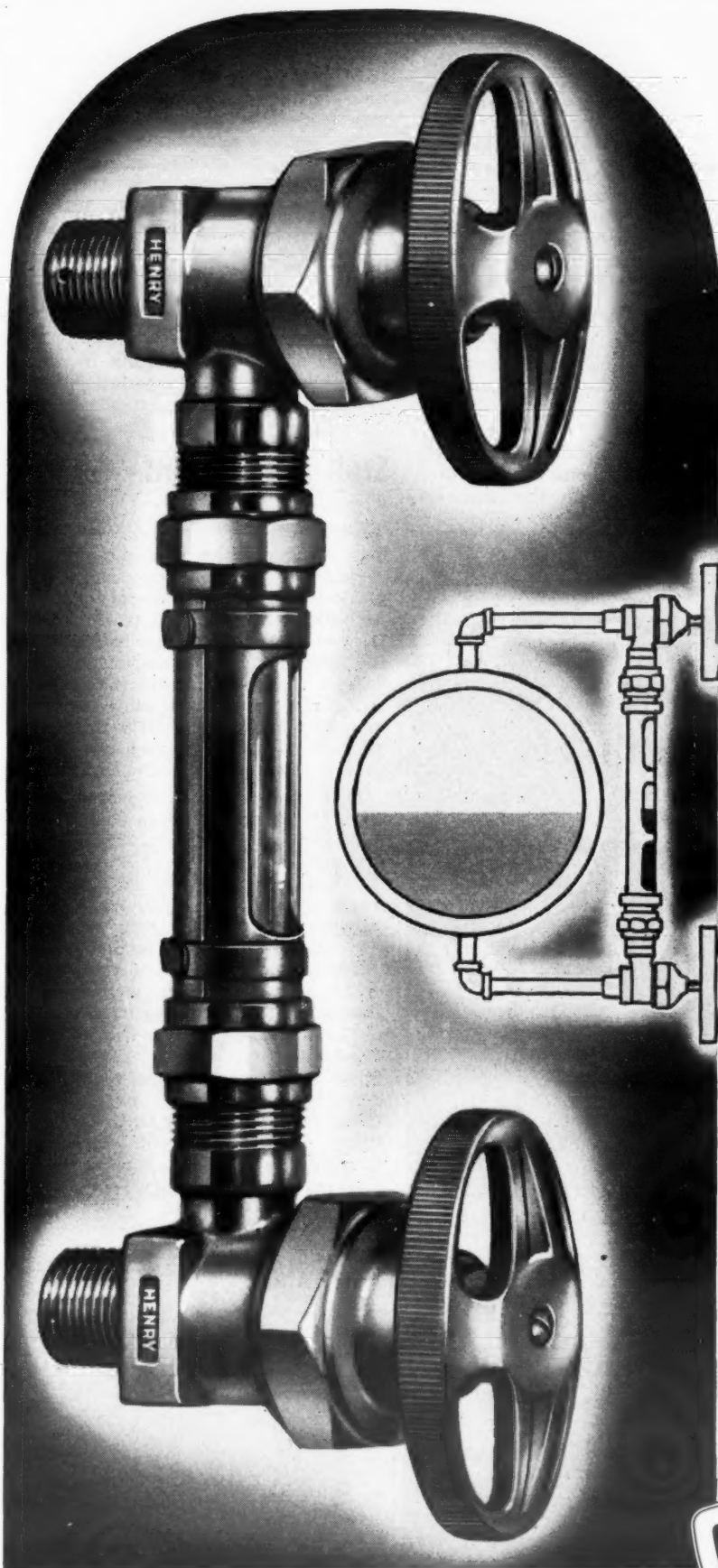
Parts Supplier To Take New Minneapolis Building

MINNEAPOLIS—Refrigeration & Industrial Supply Co., Inc., on or about March 1 will move from its present location at 422 S. 7th St., Minneapolis to a newly constructed building at 328 9th St., reports F. R. Pond, president.

Refrigeration & Industrial Supply Co., Inc., wholesales refrigeration parts and supplies.

Lincoln, Neb. Dealer Expands

LINCOLN, Neb.—Gourlay Bros. Appliance Co., long-established Lincoln firm, has moved from Eleventh and "N" Sts. to new quarters at 212 South Twelfth St.



a New, Leak-Proof

HENRY

PACKLESS GAUGE GLASS ASSEMBLY

FOR POSITIVE LIQUID LEVEL INDICATION

When you install this new Henry Packless Gauge Glass Assembly you and your customers will KNOW how much liquid is in the vessel—no more guessing! This positive liquid level visual indicator can be used on an accumulator, liquid receiver or oil reservoir. Possibility of leakage is minimized through the use of diaphragm packless valves. If the glass tubing in this Assembly is accidentally broken while the valves are open, the liquid cannot escape because a safety ball check device in each valve automatically seals off each end of the tube the instant breakage occurs.

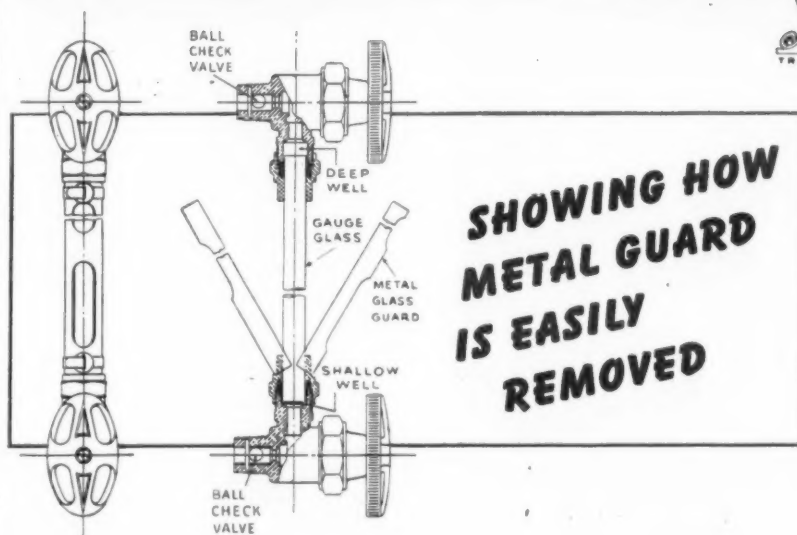
BUILT FOR CLEAR VISION AND LONG SERVICE

One glance at the Henry Gauge Glass Assembly and you see the actual liquid level. The clear, strong, high pressure glass tubing that is used is protected by a metal guard so as to meet safety code requirements. The guard has multiple slots, thereby affording a clear view of the liquid column. Assembly is available for various mounting centers.

Installed by the manufacturer as original equipment on liquid receivers and compressors, it provides the extra sales appeal of using packless valve design. Installed by the service man on replacement and repair jobs, it assures increased profits and satisfied customers.

GAUGE GLASS ASSEMBLIES FOR AMMONIA SYSTEMS
—Using standard packed valve construction are also available in the complete Henry line.

Sold by Leading Jobbers Everywhere



HENRY VALVE COMPANY 3260 WEST GRAND AVE. CHICAGO 51, ILLINOIS

PACKLESS AND PACKED VALVES • STRAINERS • DRIERS FOR REFRIGERATION AND AIR CONDITIONING
AMMONIA VALVES • FORGED STEEL VALVES AND FITTINGS FOR OIL, STEAM AND OTHER FLUIDS

SALES MANAGER

Unlimited opportunity for one with executive ability and broad knowledge of wholesale refrigeration and air conditioning jobbers supply sales.

Applicant must have capacity for establishing warehouse distribution. Merchandising talent for supervising branch house operation and directing sales personnel in numerous units, a prime requisite.

Write giving business and personal history with trade references. Your reply will be treated confidentially.

Hajoca Corporation, General Sales Department,
Walnut at 31st St., Philadelphia 4, Pa.

Strikes--

(Concluded from Page 1, Column 5) page advertisement in metropolitan newspapers throughout the country outlining its stand on the strike. The advertisement listed a number of charges made by union leaders which Westinghouse declared were false. Beside each union statement was a Westinghouse answer under the heading, "These are the facts."

To the union charge that "G-E and Westinghouse want higher prices and low wages," Westinghouse replied: "Just the reverse is true. Westinghouse wants prices as low as possible. The lower our prices the more we sell. Westinghouse pays 11% higher wages than its competitors and 16% higher than the average for 25 major industries."

Quoting the union: "While keeping their products from the market, G-E and Westinghouse are seeking to secure higher prices at your (the workers') expense."

Westinghouse answer: "There are no price increases on some appliances, only small advances on the others—about 1%, for example on the one refrigerator model we have been able to produce. This is in spite of a more than 30% increase in wages and an 18% increase in materials costs, in our Appliance Division."

"Union leaders denounce price increases, but, on the other hand, demand large wage raises that are bound to force the public to pay higher prices."

Says the union: "These price increases, which none of us can afford, are being sought despite the fact that both companies made the greatest

profits in their history during the last few years. In 1944, alone, G-E made 210 million dollars before taxes, Westinghouse 110 million dollars before taxes. The \$2 a day wage increase we're asking could come out of these profits before taxes."

Westinghouse: "Of our income in 1944 before taxes, over 73 millions went for taxes, leaving Westinghouse a net profit of slightly under 25 million. This falls 20 million short of equaling the total amount of the wage increase demanded. The union's demand that we pay a wage increase now by using 1944 income before taxes is fantastic since it asks us to pay out money which is already in the hand of the government."

Two federal conciliators, appointed by Secretary of Labor Swollenbach, have been attempting to work out some settlement with G-E and Westinghouse, but have been stymied pending a clarification of the Administration's wage-price policy.

In the brass industry three large mills are on strike at the present time—American Brass Co., Scovill Mfg. Co., and Chase Brass & Copper.

The union's acceptance of Bridgeport Brass Co.'s offer of an immediate 10% wage increase and "any further increase than can be justified under the new national wage-price policy as a result of the steel settlement" gave some hope that the other strikes might be settled.

Previously Scovill had offered a 10% wage increase, without the feature of a possible future increase, but this offer was rejected by the union.

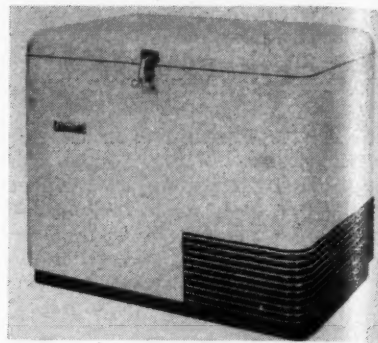
Stoll Is President--

(Concluded from Page 1, Column 3) been conducting a research and experimental program concerning the marketing of home freezers as well as bulk equipment and frozen foods. It was instrumental in establishing the Frozen Food Foundation of Syracuse, a non-profit membership group sponsored by many leading retailers including Marshall Field & Co., R. H. Macy & Co., J. L. Hudson Co., Allied Stores Corp., May Co., etc.

Maj. Stoll is now on terminal leave from the Army and was chief of the management control branch of the procurement division at the office of the quartermaster general until his designation as a member of the joint Army and Navy purchase coordination committee. Prior to Army service Maj. Stoll spent nine years with R. H. Macy & Co. and its affiliated stores in merchandising capacities.

The directors of the Frozen Food Products, Inc., in addition to Maj. Stoll, are: Irving B. Babcock, president, Aviation Corp.; Raymond C. Cosgrove, vice president, Aviation Corp.; Cloud Wampler, president, Carrier Corp.; Herman Seid, patent counsel, Carrier Corp.; Paul M. Mazur, Lehman Bros.

Cavalcade Freezer



This is the smallest of the three home freezers being marketed by Cavalcade of Chicago, which plans to enter the appliance field (See story on Page 1 of this issue.)

Barber to Manage Ward's Appliances

CHICAGO—Howard B. Barber, former president of Affiliated Retailers, Inc., has returned as department manager of the appliance divisions of Montgomery Ward, the company has stated. Mr. Barber, it was said, will be responsible for management, supervision, and merchandising of radios, stoves, refrigerators, vacuum cleaners, washing machines, ironers, and sewing machines.

Among the division managers who will report to Mr. Barber are: R. E. Doughton, refrigerators; R. J. Bond, stoves; V. F. Peterson, washing machines, sewing machines, and vacuum cleaners; and P. J. Faber, radios.

Sears Freezer--

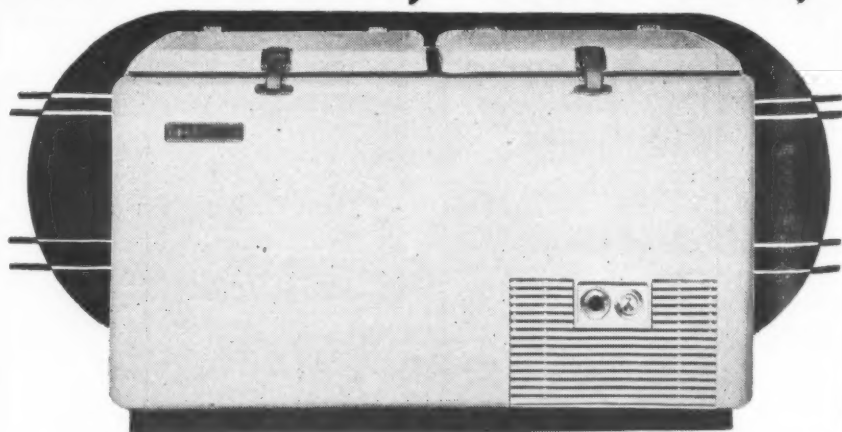
(Concluded from Page 1, Column 2) Hurley, supervisor of Sears' Coldspot refrigerator division.

The comparatively low prices are the outstanding aspect of Sears' announcement. They have been made possible by the company's determination to put out a dependable home freezer at minimum cost, Mr. Jones stated, and they are the product of six years' experiment and engineering. Sears came out with freezers in 1939-1940, but the war stopped further production in 1942.

The home freezer market today presents something never before seen in the industry, he said—"a market that knows the product and is ready to buy before the product has really made a major appearance!"

"It took the household refrigerator almost 25 years to sell itself to the American public as a whole. Market saturation estimates vary today, but the final figure is still far from 100%. But stop the average man on the street and start talking about home freezers to him, and he knows what you're talking about."

BEN-HUR Brings Better Living!



Home-frozen foods will bring better living to added thousands of American homes. Up-to-date home planning demands the convenience and satisfaction of a BEN-HUR Farm and Home Freezer in utility room, kitchen, or basement.

BEN-HUR Dealers are in direct line to profit by today's widespread popular demand for dependable Freezers. A BEN-HUR Dealership will increase your customer-prestige and profits. Write regarding franchises still available.

BEN-HUR MFG. CO.
634 East Keefe Ave., Milwaukee 12, Wis.
Continuous Manufacturing Since 1911

Here are the "Stand-Out" Features of the Quality-Built BEN-HUR...

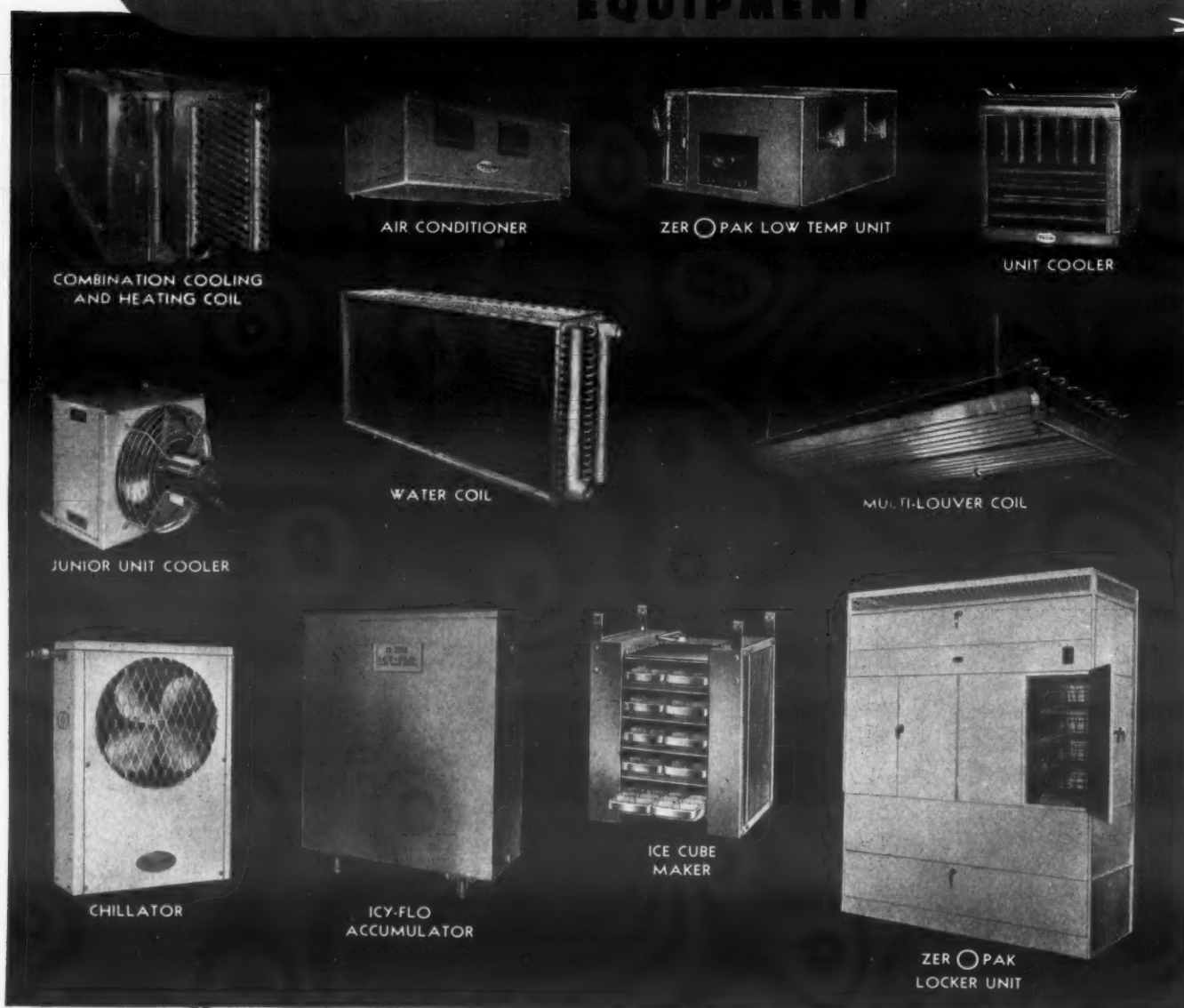
- ★ ALL STEEL CONSTRUCTION
- ★ LIFETIME TESTED
- ★ FOOD SURROUNDED BY COLD
- ★ SIZE FOR EVERY FAMILY
- ★ THICK INSULATION (Hermetically Sealed)
- ★ MODERN DESIGN
- ★ ECONOMY-ENGINEERED
- ★ INSULATED AGAINST POWER FAILURE

PROVED and PREFERRED

FOR EVERY NEED

McQuay

AIR CONDITIONING
and REFRIGERATION
EQUIPMENT



THE proved performance of the ZerOpaK line of Speed Tunnel Freezers is the most outstanding development in the entire locker plant industry.

The efficiency of this unit has enabled locker plant operators to meet the excessive overload conditions placed upon them by a frozen food conscious public. This same performance is inherent in all McQuay refrigeration and air conditioning units and coils, which are manufactured in a large number of sizes and types to fit all requirements.

Write for your McQuay catalogs today, indicating the types of equipment in which you are most interested. McQuay, Inc., 1607 Broadway St. N.E., Minneapolis 13, Minn. Representatives in all principal cities.

... AIR TEMPERING EQUIPMENT
ESPECIALLY DESIGNED FOR INDUSTRY

McQuay INC.

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FOR HEATING

OPA Prices on Freezers, Appliances

Dealers Get Prices On 4 Hotpoint Ranges

CHICAGO—Quantity prices for sales by distributors to dealers of four models of electric ranges made by Edison General Electric Appliance Co. (Hotpoint) have been announced by OPA in Amendment 1 to Order 196, MPR 64.

The following prices are f.o.b. the distributor's city, except when shipments are made directly to the dealer from the factory on the distributor's order. In this instance prices are f.o.b. the dealer's city.

Model	Sales by distributors to dealers	
	In quantities of 1 to 4 Each	In quantities of 5 or more Each
RBS	\$ 72.64	\$ 67.92
RB15	79.89	75.81
RB17	121.32	110.02
RCS	166.87	151.34

4 G-E Ranges Given Wholesale Prices

WASHINGTON, D. C.—Ceiling prices for quantity sales of four models of General Electric Co. ranges by distributors to dealers have been established by OPA in Amendment 1 to Order 198, MPR 64. Prices are f.o.b. distributor's city, or f.o.b. dealer's city if the dealer receives shipments directly from the factory on the distributor's order.

Model	In quantities of	
	1 to 4 Each	5 or more Each
AP146A8	\$ 72.62	\$ 67.87
CT146A9	79.99	75.87
CD346A9	121.26	109.91
DD246A9	177.26	160.68

20 Cu. Ft. 'Freezaire' Retails at \$640

MINNEAPOLIS—Retail ceiling price of \$640 has been established by OPA for the 20-cu. ft. "Freezaire" home freezer manufactured by the M. S. Aviation Co. here. The model is powered by a 1/2-hp. condensing unit.

Price to distributors is \$320; to dealers, \$384.

Crating charges not exceeding \$6 and actual freight charges may be added to these prices, which are subject to discounts, allowances, and the rendition of services which are "at least as favorable to those which each seller extended or rendered or would have extended or rendered to purchasers of the same class on comparable sales in the same general category on Oct. 1, 1941," says OPA.

Horton Washers, Ironers Get 12.2% Boost

FT. WAYNE, Ind.—Permission for Horton Mfg. Co. here to increase ceiling prices for 10 of its washers and ironers by 12.2% instead of the 7.7% prescribed in MPR 86 was granted by OPA in a recent price adjustment order.

Adjustment of Horton prices is authorized by Order 57 under Supplementary Order 119. The order affects eight models of washing machines, one model of ironing machine, and an auxiliary washer.

Ceiling prices on sales to consumers were fixed as follows by the order:

Model No.	Zone		
	1 Each	2 Each	3 Each
4X12	\$71.75	\$ 81.65	\$ 76.90
4X12P	81.90	91.85	87.65
413	61.60	71.50	66.75
413P	71.75	81.70	76.90
414	51.40	61.30	56.55
414P	61.55	71.50	66.70
416	97.60	102.35	102.35
417	87.35	92.25	92.25
640A	32.75	32.75	32.75
410	10.15	10.15	10.15

Distributors pricing under rules 5 and 6 of section 15 (MPR 86) are allowed to add the following maximum amounts to prices determined under those rules:

Model No.	Amount which may be added by distributors (each)	
	1 to 4 Each	5 or more Each
4X12	\$1.71	
4X12P	1.88	
413	1.56	
413P	1.73	
414	1.37	
414P	1.53	
416	2.42	
417	2.32	
640A	.69	
410	.16	

14 Ft. Home Freezer Priced at \$500

MADISON, Wis.—A retail ceiling price of \$500 has been set by OPA for a 14 1/2-cu. ft. farm and home freezer manufactured by Insulation Service Co. here.

Ceilings on the low-temperature cabinet, equipped with a 1/2-hp. condensing unit, were fixed by Order 241, MPR 591. On sales to distributors, the maximum price is \$250, and to dealers it is \$300.



It's different!
It's better!

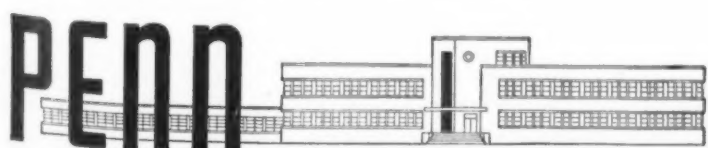
It's a **PENN** water valve

Look a PENN Water Valve over... study its outstanding features... and you'll soon see why refrigeration men call it a superior water valve. Design, manufacture and thorough testing... they're all combined to produce a better and more efficient water regulator that sets a new standard for dependable, long-life operation.

In the PENN Valve, the range spring and sliding parts are not submerged in water. Rust, corrosion and sedimentation never have a chance to get in their destructive work. There are no sticking seats, no rusty range

springs with this PENN Water Valve. It is extremely sensitive to changes in refrigerant head pressure... yet free from water hammer, too!

The PENN 246 is built in two styles—flanged and threaded—in a wide range of sizes to meet all types of refrigeration applications. Be sure to get complete information—write today for your copy of Bulletin R-1986A. Penn Electric Switch Co., Goshen, Ind. Export Division: 13 E. 40th Street, New York 16, U. S. A. In Canada: Penn Controls, Ltd., Toronto, Ontario.



AUTOMATIC CONTROLS

FOR HEATING, REFRIGERATION, AIR CONDITIONING, ENGINES, PUMPS AND AIR COMPRESSORS



WE'RE BEGINNING TO ROLL!

PLANNED PRODUCTION CONTROL AND DESIGN
STANDARDIZATION IS THE PROGRAM AT BAKER

New designing--new modern methods--constant control over production--every means known to modern engineering (and some known only to BAKER) are now being employed to speed-up the delivery of dependable refrigeration machinery.

UPPER: Baker's Production Planning Board where each stage of production and assembly is controlled step-by-step to eliminate bottlenecks and to speed completion and shipping.

LOWER: A Baker Engineer revising a compressor cross-section drawing—part of the Design Standardization Program which will speed up manufacture.



Baker

ICE MACHINE CO., INC. OMAHA
MANUFACTURERS OF REFRIGERATION AND
AIR CONDITIONING EQUIPMENT SINCE 1905

Increasing Use of Electric Water Heaters Follows Lowering of Rates, G-E Finds

BRIDGEPORT, Conn. — Electric water heaters are now giving service on 4.1% of the country's domestic electric meters. In the case of one utility, 63.2% of the homes served heat their water electrically, and there are many utilities reporting from 20 to 45% of their homes with water heaters.

These facts were uncovered as a result of General Electric Co.'s recent survey on water heater practices and plans of over 400 electric service companies serving more than 23 million families in 47 states. Complete tabulation of the survey has been published in a booklet by G-E entitled, "Trends in Electric Water Heaters."

"Use of electric water heaters in American homes is increasing steadily as a greater number of domestic meters are served by favorable electric water heating rates and as utility charging hours are lengthened," the booklet states.

A considerable increase in present percentages is foreseen by G-E, since 56% of the domestic meters covered in the survey are served by utilities selling or planning to sell electric water heaters. Twenty-seven per cent are served by companies that do not plan to merchandise heaters, but may promote them, while the remaining 17% are served by utilities that have not reached a decision or did not answer the question.

"In some areas of relatively high usage," the G-E booklet indicates,

"companies indicated they now feel that the desired sales can be achieved through dealer sales backed by the electric company's promotion."

Changes in rate structures of the nation's electric service companies has furthered the trend toward electric water heating, it is said. There has been a 7% gain in the number of meters served by a favorable water heating rate since before the war, and as a result, the survey shows a total of 16,731,232 meters—or 72% of those surveyed—served by these rates.

Greater use of longer charging hours, which permit lower wattages and smaller tanks, has resulted in more heaters being installed without additional utility investment and at a lower consumer purchasing price.

Nearly two thirds of the 19 million meters surveyed on this point are served for 16 or more hours out of each 24, according to the G-E booklet, which goes on to say that 10% of the meters are served for 13 to 15 hours, and 24% for eight to 12 hours.

"On the subject of standardization, encouraging trends are detected," the booklet states. "Before the war 12 companies serving 7,348,792 domestic meters sold standard water heaters, while today 149 companies serving 9,870,799 meters sell or plan to sell standard water heaters; and an additional 154 companies serving 6,832,928 meters will permit water heaters meeting these standards to be installed in their lines."

Perkins Named Admiral Regional Manager



EDWIN M. PERKINS

CHICAGO—Edwin M. Perkins has been appointed a regional manager by Admiral Corp., it is announced by Wallace C. Johnson, manager of field activities for that organization.

Mr. Perkins will be assigned a territory in the near future. He will cover Admiral radios and accessories, Dual-Temp and conventional refrigerators, home freezers, and electric ranges.

Prior to his affiliation with the Admiral Corp., Mr. Perkins was manager of the component section of the Chicago Signal Corps office.

Separate Brand Displays Is But One Part Of Ambitious Appliance Program of Bullock's

LOS ANGELES — Outside selling on an unusual prospect plan is an outstanding feature of the gigantic new major appliance department which Bullock's recently completed here.

The new department, managed by A. P. Moffatt, has 7,000 sq. ft. of floor space. It includes separate sales departments for each major appliance lines, two model kitchens, and sales helps in the form of private sales-closing offices, telephone offices, and an independent promotion office.

The department was planned specifically to eliminate all prewar drawbacks to effective appliance merchandising. First, all lines are separated by brands. Five brands of refrigerators will thus be five distinct departments, showing from 10 to 15 models contrasted against kidney-shaped plywood pictures. Customers who come in to see a particular make of refrigerator thus will not be distracted by the sight of others.

MANY PREFER BRANDS

The same is true of seven lines of washing machines, seven of ranges, etc.—all displays are "broken up" to capitalize on brand loyalty. Only when a customer demands to see something else will she be escorted away from the display on hand. Bullock's salesmen voted 100% for this plan, anticipated to save large amounts of time in contact-to-sale work.

A striking feature is six large inset bays, three on each side of a sloping ramp which leads up into the half-story appliance department. Measuring 8 by 8 ft. by 4 ft. deep, these are plaster-finished "picture frames" in which Mr. Moffatt will show one appliance from each line, where the largest number of passers-by can see them.

Brilliantly lighted, these bays tell the whole appliance story at a glance, and salesmen expect to "fish prospects from the ramp" frequently. The last two bays will be two tiny kitchenettes, with small range, refrigerator, and sink for selling apartment dwellers.

Bullock's expects a heavy volume of package kitchen sales. Therefore the new department contains two complete model kitchens, one all-gas, and one all-electric, large enough for cooking demonstrations, and common-sense designed to fit Los Angeles homes. Actual value of each kitchen is around \$1,000.

COMPLETE KITCHEN PLANS

Bullock's plans to set "package job" prices after OPA decisions are made but will sell either by units or the entire job. A cooperating appliance distributor will arrange contracting for installation, or the customer can pay for this separately if desired. The store will show no profit on contracting, but has eliminated this lack by well arranged installation policies. More model kitchens can be added later, when Mr. Moffatt has tested the market thoroughly.

Cooking schools will average twice a week, but instead of jamming the department, will be conducted in the upstairs store auditorium which seats 1,600. With appliances and equipment mounted on dollies, the appliance department will furnish everything used and circulate prospect cards directly.

By far the most outstanding step is sales management. The store will use an inside crew of 16, including

several women on kitchens, vacuums, and other lines. Women have panned out well, Mr. Moffatt pointed out. When stock reaches normal, Bullock's will likewise operate an outside selling crew, who will remain strictly outside the store.

"Every outside man will have a good, thoroughly profitable job," Mr. Moffatt explained. "Each floor man inside will be given a specific length of time to close the sale with any prospect—from seven to 10 days. If at the end of this time he has not made the sale, the prospect goes to the outside man who is stationed in the territory where the prospect lives."

"The city will be zoned for each man, varying in size to give each the same earning opportunities. Outside men will receive double commissions as an incentive to keep them working. This will get rid of the usual case when a salesman has a good week, then shirks the next several days and doesn't make calls. Under our plan outside salesmen will get car expense, and be induced to make plenty of calls, at night, during the day, or whenever possible."

This passing along of prospects will be fair to floor men—any of whom are entitled to jump in their cars any evening and make outside calls. If they do not, the prospects are no longer theirs; even if the inside man made the first contact. Bullock's reasons that this means two men have worked on every prospect before she is lost altogether. Outside men in addition will get all calls coming in from their zones, plus regular customers who ask for a man to call.

OUTSIDE SALESMEN

"We want our outside men to be reliable, ambitious men equally well paid with the inside staff," Mr. Moffatt summed up. All prospects are thus guaranteed. And work will be fairly distributed.

Floor men will have four sales desks equipped with telephones for calling prospects, using the same offices to close sales. The department will use the "up system" so that floor sales people answer in turn. The same idea applies to incoming prospects.

A complete new service shop, elaborately set up, will be geared to overhaul completely any appliance from a sweeper to a refrigerator. The shop is located in a downtown warehouse, and will give speed-limit service on any Bullock-sold appliance.

David Cohen Manages Appliance Dept.

UNIONTOWN, Pa.—David Cohen has been appointed manager of the appliance department of the Cohen Furniture Co. here, a position recently vacated by the resignation of Fred Paulcheck.

Mr. Cohen had six years of training with the Cohen organization before entering military service. He has outlined a number of plans for enlarging the appliance business by means of modern displays and advertising.

Mr. Paulcheck plans to leave for Troy, Ohio, where he will become partner and general manager of the Steel-Grunder-Dye Co., one of the oldest department stores in that city. Mr. Paulcheck served as manager of the hardware and appliance departments at the Cohen store for 35 years.

WHEN FINISH TAKES A BEATING
BONDERIZING
Protects It!

Wherever finish must take hard knocks—whether it is on heating and air-conditioning equipment, refrigerators, automobiles or other sheet metal products—if it must stand exposure to moisture and still retain its good looks, Bonderizing provides positive finish protection.

Bonderizing produces an absorbent phosphate coating that is resistant to rust and assures effective adhesion for paint finishes. It prevents the spread of rust around accidental scratch or mar.

Continued fine appearance is an essential quality feature that increases salability of the product. Bonderizing protects this appearance.

PARKER RUST PROOF Co., 2170 E. Milwaukee Ave., Detroit 11, Mich.

SHEAVE WHEELS for "V" BELT DRIVES

STEEL AND CENTRIFUGALLY CAST ALUMINUM

MARS MANUFACTURING & MACHINE COMPANY
MARS, PENNA. PHONE 28

International Harvester Schedules Freezers First In Former Republic Aviation Plant

Household Refrigerators, Truck Units Planned

CHICAGO—The former Republic Aviation Corp. plant near Evansville, Ind., used during the war for the manufacture of airplanes for the Navy, has been sold by the government to the International Harvester Co. and will be used for the manufacture of the company's line of refrigeration products, it was announced here recently by E. F. Schneider, general manager of Harvester's Refrigeration Division. The transaction is subject to the further approval of the Department of Justice and the War Department.

Harvester was the highest bidder for the plant, and its offer of \$5,648,000 was accepted by the Reconstruction Finance Corp. This is the second large government war plant to be purchased by International Harvester for its expanded postwar manufacturing program, its purchase of the large plant in Melrose Park, Ill., operated by the Buick Motor Car Co. during the war, having been announced a few weeks ago.

Harvester expects to employ approximately 3,500 men and women when the plant is brought to full production.

Mr. Schneider said the company hopes to be able to rehabilitate the plant so that initial refrigeration production can be started some time in the late summer.

The entire managerial personnel of the Harvester Refrigeration Division will be moved to Evansville and will have its headquarters at the Evansville plant. This will mean that about 75 key executives and personnel of the division, headed by Mr. Schneider, will be moved from Chicago and other cities to Evansville. Key executives, technicians, and engineers expect to go to Evansville within the next few weeks to begin the job of putting the plant in shape for production.

Harvester will use its newly acquired plant for the production of its full line of refrigeration products, including a line of home freezers for the freezing and storage of food in the home; a line of two-temperature household refrigerators of conventional design; the company's existing line of milk coolers for use by farm milk producers, and a variety of motor truck refrigeration equipment. The company has engineered and designed a number of these lines of products during the war.

The company established national distribution on its line of milk coolers before the war, but chiefly in the dairy states, especially in those where state laws require that milk be drawn down to temperatures near 60° F. within a specified length of time.

Home freezer and household refrigerator distribution also will be on a national scale, but much more thoroughly, following regular farm implement dealer channels.

Harvester will begin by making its own cabinets, tubing, and the like, and by purchasing such items as compressors, condensers, and controls. Later these too will be made in the company's plants, it is planned.

Home freezers are first on the production schedule, then the two-temp refrigerators. Refrigeration manufacturing will be done exclusively at the Evansville plant.

Several months will be required for Harvester to arrange the newly acquired plant for its manufacturing program, Mr. Schneider said. The first job will be to complete the removal of government machinery and equipment still housed in the plant. When that is completed the job of rearranging the plant for refrigerator manufacture will begin. Machining and assembly lines will be laid out and machine tools and other manufacturing equipment will

be installed. Most of the machine tools and other required equipment are on order from the manufacturers and are expected to be delivered in time for installation well ahead of the anticipated late summer production date.

Harvester's new refrigeration plant is located about three miles north of the city limits of Evansville on U. S. Highway 41, and is adjacent to the Evansville municipal airport. It is located on the Big Four Railroad. The plant tract consists of 71 acres, most of which has a concrete surface, installed as a part of the wartime

facilities of the plant. The total area of all the buildings, comprising the plant is approximately 934,000 sq. ft. The principal buildings comprising the plant consist of a main manufacturing building with 480,000 sq. ft., a warehouse with 145,000 sq. ft., two hangars of 45,000 sq. ft. each, an administration building, power plant, cafeteria building, and other service buildings.

Mr. Schneider announced that Mark V. Keeler, former works manager of Harvester's wartime St. Paul gun plant, will be in charge of the actual operation of the Evansville plant, with the title of works manager. In addition to Mr. Schneider, other refrigeration division executives who will make their headquarters in Evansville are W. F. Borgerd, manager of engineering; C. A. Olson, divisional comptroller; C. D. Harris, manager of manufacturing, and Richard Siegel, industrial relations manager.



E. F. Schneider, general manager of International Harvester's Refrigeration Division, explains features of the company's 10 cu. ft. home freezer, one of the first refrigeration products scheduled for recently acquired plant in Evansville, Ind.

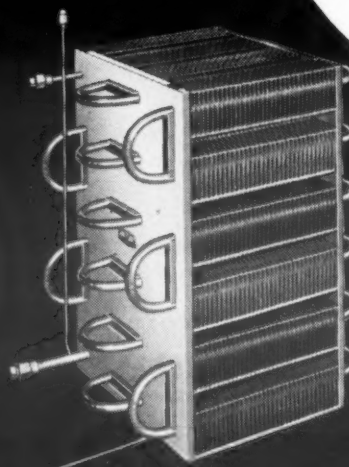


Pardon us for shouting, but we want the entire refrigeration industry to know that PEERLESS products are now being delivered far and wide. PEERLESS Flash Coolers, Ice Cube Makers, Fin Coils, and Off-Center Coils, shown below, are all being shipped to customers. And so are PEERLESS Capacity Boosters and Expansion Valves. PEERLESS is in production, a production made doubly efficient by new equipment and methods acquired during wartime. More than ever, you can depend upon the superiority of PEERLESS products.

Sold through leading refrigeration supply jobbers. Write for detailed information on products in which you are interested.



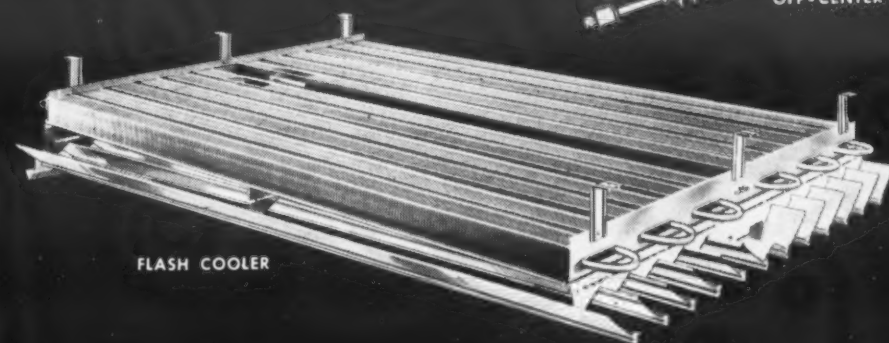
ICE CUBE MAKER



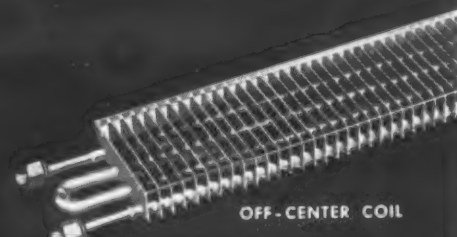
FIN COIL



ICE CUBE MAKER



FLASH COOLER



OFF-CENTER COIL



PEERLESS OF AMERICA, INC.

EXECUTIVE AND GENERAL SALES OFFICES

333 NORTH MICHIGAN AVENUE, CHICAGO 1, ILLINOIS, U. S. A.

SORENG

- WIRING HARNESS
- SWITCHES
- RECEPTACLES

ARE ENGINEERED TO MEET YOUR PRODUCTION REQUIREMENTS

SORENG MANUFACTURING CORPORATION

1907 Clybourn Ave., Chicago 14, Ill.

Inside Dope

By George F. Taubeneck

(Concluded from Page 1, Column 1) Nation's Harried Executives Still Have Sense of Humor

The country's businessmen, struggling with desk-high stacks of reconversion problems, strikes, material shortages, and hold-over headaches from war production, still have their sense of humor intact. They are even laughing at themselves.

Authorities for this unexpected but hopeful statement are Millard C. Faught and Laurence Hammond, co-authors of *The Care and Feeding*

of Executives, a gently satirical book published last month to help the nation's executives solve such critical problems as How to Sit At a Big Desk, How to Hire a Secretary, How to outwit a Bureaucrat and Save Carbon Paper, Pound a Table, Take a Client to Lunch, Make a Stirring Address, Speak Gobbledygook, and perform sundry other executive functions. (Mr. Faught once was a refrigeration industry publicity man.)

Besides a "Foreword" by Harry E. Houghton of Muzak and a "Little Further Foreword" by Ralph Edwards of the "Truth and Consequences"

radio program, the book also has a "backward" which is printed upside down. The very first page in the volume tells how to open a book.

Each chapter is introduced by a special quotation from some well-known person, including Harry Conover, Arthur Godfrey, Bob Burns, and Gardner Cowles, Jr. The final chapter on "How to Endure Success" is introduced by Walter Winchell, who opines that "on some people, the Mantle of Success looks an awful lot like a horse blanket."

The book brings into being a whole new galaxy of apocryphal businessmen, companies, and organizations. These include several new advertising agencies, such as Broad, Corner and Wall (with offices at Central and Park); Buck A. Barrel, retired Indian who specializes in executive signatures; the TOJEDCMA, a new trade association representing the

Twenty-One Jool Eight Day Clock Mfrs. Alliance; and a new government agency, the DD and BB Division of the BPP. (Bureau of Piscatorial perpetuity.)

The book also contains detailed instructions on subtle executive techniques such as how to manipulate an agenda so as to "featherbird" a committee, how to land a million dollar advertising account, and how to decorate a top-drawer executive office.

For the benefit of females in the business world, each chapter has a "Special Note for Lady Executives." These deal with delicate matters like putting the feet up on big desks. For blind executives there is also a one-page summary in braille.

The book, entitled *The Care and Feeding of Executives* And the General Theory of How to Be One, contains 160 pages plus original cover and chapter illustrations by Jefferson Machamer. It is published by The Wormwood Press, 216 East 45th St., New York City. Price, \$2.50.

Ready for Business



GEORGE W. MEEK

With a wide background of outstanding activities, he has become an engineering consultant.

Thought for Food

George W. Meek, for many years active in the refrigeration and air conditioning industry, has resigned from the Presidencies of Frozen Food Foundation, Inc. and Frozen Food Products, Inc., to operate as an engineering consultant.

He will retain a close affiliation with both the Foundation and Frozen Food Products, serving as a consultant on refrigeration equipment design and application. He has also been elected to the Board of Directors of Frozen Food Products, Inc.

This fact is being given attention here because this column believes George Meek is an exceptionally brilliant young man; and we hope his new venture will get off to a fine start.

Mr. Meek attended Wittenberg college and the University of Michigan, obtaining a Degree in Mechanical Engineering. Upon graduation he joined Serrel, Inc. of Evansville, Ind., as a field office application engineer in Serrel's Commercial Refrigeration Division.

Later, as home office application engineer for General Refrigeration Corp. at Beloit, Wis., he carried on activities involving railway air conditioning, airplane pre-coolers, packing plant, and industrial refrigeration.

In 1936, Mr. Meek joined Carrier Corp. as industrial and commercial air conditioning engineer. From 1938 until the end of 1941 he was Development Project Supervisor on multi-room air conditioning equipment and carried on, under the direction of Dr. Willis H. Carrier, an intensive program of research and development which culminated in the radically new Carrier Conduit Weathermaster System—used in such buildings as the new Washington, D. C., Hotel Statler and the 30-story Mercantile Bank Building in Dallas, Tex.

Mr. Meek also has the distinction of designing the 6,000 window type air conditioning units installed in the Pentagon Building, Washington, D. C.

Early in 1942 Carrier loaned Mr. Meek to serve as consultant to the War Production Board. And in 1943 he went to London, England to serve as American Executive Officer on a sub-committee of the Combined Production and Resources Board.

He returned in late 1943 to head up the organizational activities which resulted in the establishment of both Frozen Food Products, Inc. and Frozen Food Foundation, Inc. He has directed an extensive frozen food market research program carried on for the past two years in Syracuse, N. Y.

More Strife Unless . . .

Unless the new raff of wage incentive plans—and the large-scale revisions of existing plans now under way—win employee understanding and support, more rather than less labor strife lies in store for the country, warns A. C. Croft, president of the National Foremen's Institute.

In developing or modifying incentive wage plans, workers must believe the proposal to be just, Mr. Croft states, "Otherwise, example after example proves, they will sabotage it into total chaos. They can have faith in its fairness only when they understand it and from experience know that it does reward them

equitably for increased effort or 'know-how.'"

Management prerogatives are not at stake when a company decides to take its employees into its confidence by advising them of the steps to be taken in modifying prevailing incentive plans. In plans where employees have learned that the system rounds to their benefit, any projected revision upsets morale and production by evoking again the age-old spectre of the "speed-up."

As a successful procedure for winning employee support, Mr. Croft cites the program of one company. It:

1. Explains and demonstrates to union officials in advance just why the changes are necessary and gets their reactions and—if possible—agreement that the changes should be made. In addition to winning the union's confidence and support, such explanation will usually elicit technical suggestions of practical value to management from those daily exposed to actual shop conditions.

2. Persuades the union to supply a time-study man to work with company experts.

3. Analyzes jobs manned by employees who have been agreed upon by company and union as being representative with respect to skill and stamina.

4. Submits the proposed rate changes to top union officials before they are announced to the rank and file. As far as practical, their criticism and suggestions should be adopted.

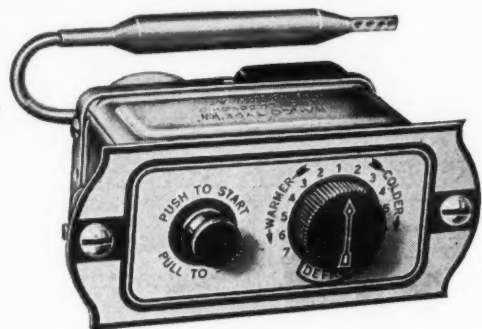
5. Representatives of the union as well as of the company explain the entire plan to the employees—in question-and-answer meetings if possible, but at least always in clearly written, brief brochures or leaflets. Through his foreman, every employee learns exactly how the revised wage incentive plan will affect him.

Where no plan exists and one is contemplated, Mr. Croft advocates that the union—or if no union exists—a representative committee of employees should be advised of and consulted on the principles and details of the proposed incentive program.

"It is, of course, up to management, to initiate the plan and to work it out in detail, but no plan should be adopted unless all its features are understood and accepted by the employees. They must be 'sold' on it. If they're not, scrap it and devise one which does convince them of its soundness. If a similar plan is working with full employee acceptance in a nearby plant, get the union leaders or the committee to see it in action and to talk to the workers employed under it. Or persuade the union to agree to experiment with the plan in one or two departments or on one or two processes, so that all can see how it works in practice."

If management and employee representatives were agreed on a wage incentive program, a crisis in industrial relations such as the current one could not arise, according to Mr. Croft, who says:

"An effective and equitable wage incentive program," he stated, "simultaneously increases production, reduces unit costs, and raises hourly or piece-work earnings. Industry would get the productivity it needs and labor the 'take-home' pay it demands."



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Seafood Packers Adopt New Freezing Methods

MOBILE, Ala.—War-time manpower and other shortages which forced some packers of seafood to adopt new methods for freezing, handling, and storing their products, have opened an almost untouched market for refrigeration equipment, especially in the southern states where high temperatures are common even during winter months, Carrier engineers report.

The Foley Fish Co. of Foley, Ala., was one of the pioneers which, when faced with ice scarcities, installed equipment which is a model for future similar improvements. The company's Carrier quick-freezing tunnel, functioning at -20° F., freezes quantities of shrimp, oysters, and fish, which are stored in a room where zero temperature is maintained. Here as high as 100,000 lbs. of seafood can be held for favorable market conditions. Work and overnight storage sections of the plant are maintained at 34° F.

Geared to large-volume output, the Foley company handles, among others, more than 300,000 lbs. of shrimp at the height of the season, 150,000 lbs. of mackerel and, during the September to May season, quick-freezes from 150,000 to 250,000 oysters daily, depending on size.

The equipment which provides the wide variation of temperatures required was installed by Air Conditioning Engineers, Inc., of Mobile. It consists of a blast freezer of 10,000 cu. ft. per minute capacity and a 10 and a 15-hp. compressor. The compressors are inter-connected for efficiency and low cost of operation.

Civilian Production Starts On Taylor Counter-Type Ice Cream Freezers

BELOIT, Wis.—Tekni-Craft, manufacturer of ice cream freezers, cabinets, vending machines, and dairy and store equipment, has announced that production of Taylor ice cream freezers for civilian use is now under way.

Equipped with automatic control for serving frosted malted or soft ice cream direct from the freezer, the six 1946 Taylor models are: Model 640R, an "all in one" freezer with facilities for freezing six qts., hardening 20 gals., dispensing 20 gals., and equipped with a self-contained compressor.

Model 20FCR is capable of freezing 20 to 30 gals. an hour, having a 20-qt. freezer with a self-contained 1½-hp. compressor. Having a self-contained 1-hp. compressor, Model 1040R is equipped with a 10-qt. freezer on the cabinet, 40 gals. hardening capacity, and 20 gals. mix space.

Other models and their specifications are: Model 1060, 10-qt. freezer on cabinet, 60 gals. hardening, and 20 gals. mix space; Model 2060, 20-qt. freezer on cabinet, 60 gals. hardening, and 20 gals. mix space; Model C70, 70-gal. hardening cabinet which may be used as an extra cabinet with the other models.

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WE WILL MANUFACTURE ONLY
UNIVERSAL COOLER CORPORATION
Automatic Refrigeration Since 1922

Kelnard Service to Handle Easy Washer Servicing

LONG ISLAND CITY, N. Y.—Kelnard Service, Inc., has been appointed factory authorized service station for Easy Home Laundry Equipment here, that firm announced recently.

Other factory authorized services practiced by Kelnard include: Kelvinator and Leonard refrigerators; and Sunroc, Ebco, and Oasis water coolers. The firm also does service work for a number of distributors of commercial equipment.

Collins Organizes Firm

WICHITA, Kan.—D. K. Collins has opened the Zero-Temp Refrigeration Co. at 900 E. Douglas St., here, and will offer sales and service on household and commercial refrigeration and air conditioning.

E. J. Lang and Don Glass have joined the Zero-Temp staff as service engineers.

Labor Shortage Hits Heating Contractors

BUFFALO—Because of the unprecedented demand for forced warm-air heating in the new homes that will be built for veterans in the Buffalo area this year, local home-heating contractors "will have to devise means of securing not only substitute equipment and materials but will need a great deal more skilled workers than now are available," President Leo J. Olear of the Buffalo Sheet Metal, Warm Air Heating & Air Conditioning Association declared recently in addressing association members.

Mr. Olear declared many contractors are as much as three months behind in filling home-heating installation orders and "the situation probably will become worse before it improves."

Mr. Olear said the industry cannot rely entirely on steel sheets for duct work and will have to find substitutes like aluminum and non-metallic substances.

Appliance Outlet Combined With Sheet Metal Shop

BAKERSFIELD, Calif.—Known as Keller Metals, Inc., a new sheet metal shop, combined with a home appliance store, was opened here recently.

The firm will make available all types of sheet metal work, cooling systems, forced air furnaces, and cooler ducts.

A complete line of home appliances is being merchandised, including Tappan gas ranges, Gibson electric ranges, domestic refrigerators, and home freezers.

Shumate Bros. Form Store

WACO, Tex.—Clyde M. Shumate, recently in charge of refrigeration work in a war plant, and his brother, Marvin L. Shumate, recently discharged from the Army, have formed Shumate Refrigeration Service, 1913 Maple Ave., here, and will specialize in commercial and household sales and service.

Krebs, Calkins Establish New Contracting Firm

ELYRIA, Ohio—A new corporation, Krebs-Calkins, Inc., has been formed here by E. D. Krebs and Max Calkins to engage in the sale and installation of air conditioning, refrigeration, and ventilating equipment.

Incorporators are Mr. Krebs, Kathleen Vaughn, and Frank A. Stetson, who is also attorney for the firm.

Mr. Krebs is well known in the plumbing and heating business here, while Mr. Calkins is experienced in the sale of heating, ventilating, and refrigeration equipment.

Jordan Supply Leases 2 Floors For Parts, Supplies Outlet

BUFFALO—Jordan Supply Co. has leased the ground floor and basement at 141 Ellicott St. for an outlet for display and refrigeration parts and supplies.

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Attractive small folders suitable for enclosure in outgoing mail—or for your salesmen to pass out to prospects.

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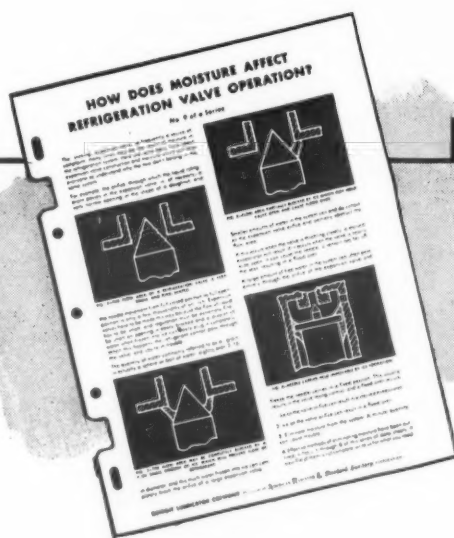
Makes a fine display in your salesroom. Arranged so you can either hang it on the wall, or set it up on the counter with its self-contained easel back. Heavy cardboard—printed in four colors and varnished to preserve fine appearance.



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This series (No. 9 illustrated) has been printed monthly in all leading refrigeration magazines. It is also reprinted in punched notebook size, and available for distribution by our wholesalers.

Written by refrigeration men of long experience, these service sheets have been in wide demand in the refrigeration industry. They have been of much help in better understanding of refrigeration service problems.



EDUCATIONAL FILMS

They describe construction, operation, and maintenance of refrigeration valves in general, and "Detroit" Valves in particular. 16 MM sound film, available for sales and service meetings if you have suitable projection equipment.

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BUT COMES IT RECONVERSION. THE SHOP IS GETTING BACK TO NORMAL. WHO'S THE FIRST TO START WHINING?

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TOLEDO, OHIO

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A land of 140,000,000 people, the strongest, most progressive, and most undaunted people on the face of the earth!

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"Say, what do you take me for? I can read a Balance Sheet!"

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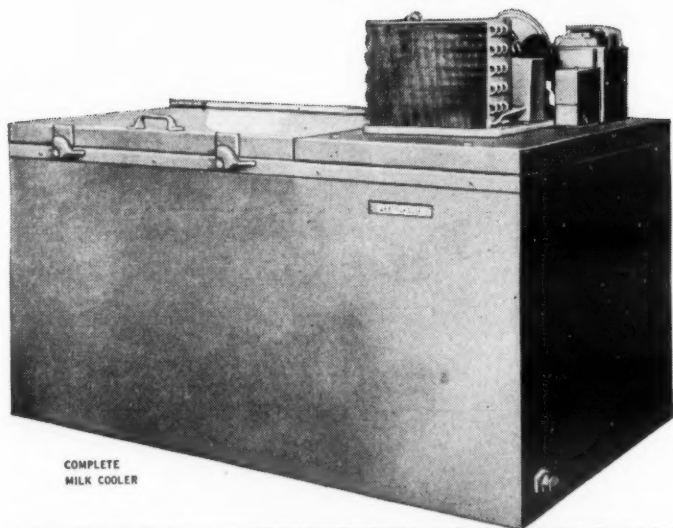
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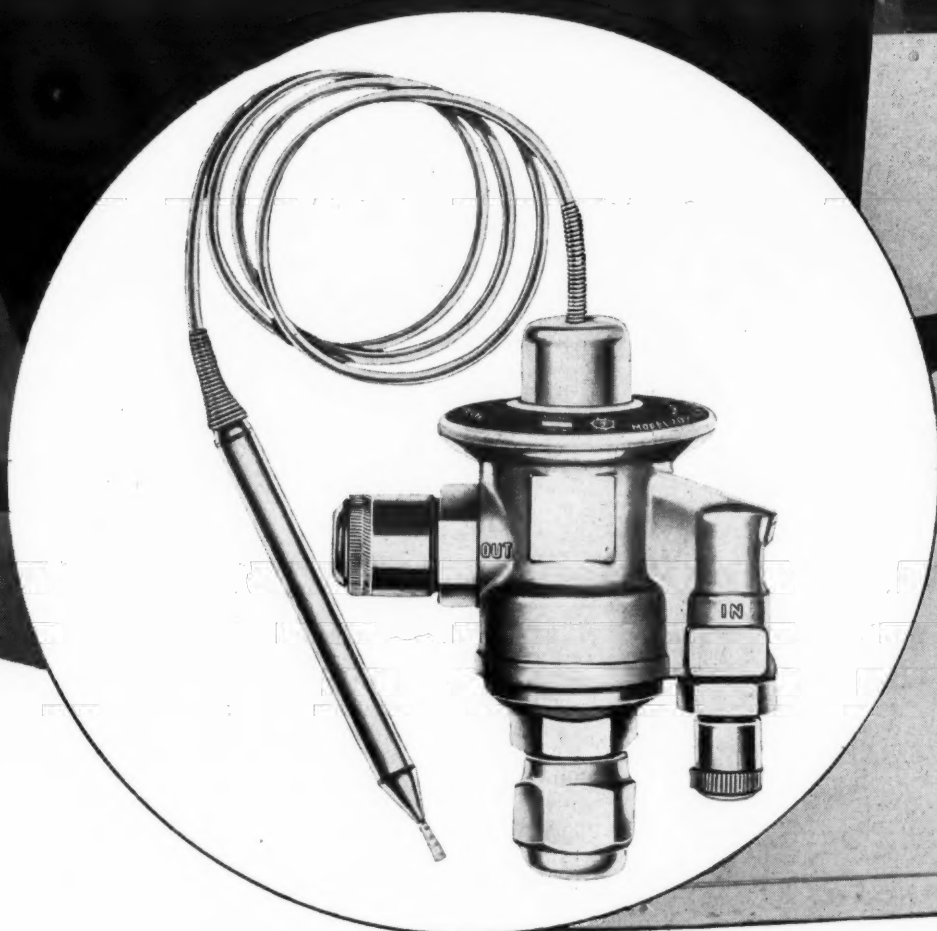
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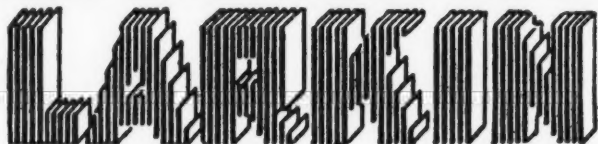
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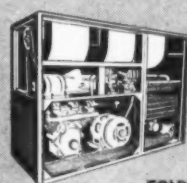
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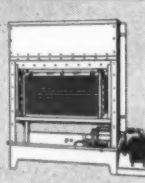
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HEATING AND
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Odor Control Methods For Application With Air Conditioning Installations

NEW YORK CITY—The nature, causes, and control of odors, particularly with respect to the problem of odors in an enclosed area, were outlined to the recent annual convention of the American Society of Refrigerating Engineers here by F. H. Munkelt of Connor Engineering Corp.

Mr. Munkelt concluded his discussion with a listing of 10 principles of odor control. Some of these principles include those used in air conditioning systems.

The odors that are related primarily to air pollution, are the concern of the air engineer, be he specialist in air conditioning, ventilation, or social or industrial hygiene, said Mr. Munkelt.

Being vapors, odors are present to some degree in all air in and surrounding human habitation and pursuits.

SOURCES OF ODORS

The most constant source of odors in spaces used primarily for human occupancy is the human body itself. People of extremely clean habits, quietly occupied, nevertheless generate and expel odors continuously at a definite rate. Those performing physical labor or engaged in exercise or dancing produce odor at a higher rate. Body odor generation, therefore, varies with the nature and the activity of the occupants.

Added to these body odors are those created by the habits and services directly incident to occu-

pancy. Among these are the vapors from burning tobacco, the aromatic essences of perfumes and cosmetics, and deodorants; the evaporations from food, liquor in preparation and in service.

Much attention has been given to the removal and control of odors. All sorts of devices are proposed and even patented.

Out of it all it is possible to discover 10 different principles for which open claims have been made, or which are cited in one way or another as means of odor control. None can be said to be truly universal. Some are very limited. Some approach the result solely by indirection.

A clear understanding of the nature of the problem is necessary before a proper method can be selected. The 10 principles are:

1. *Dilution*.—Odor threshold is the key to this method. In principle it consists of diluting odor laden air with enough odor free air to bring the odor concentration below the threshold level. The familiar example is ordinary ventilation.

ADSORPTION

2. *Adsorption*.—The molecules of a gas or vapor will collect on the surfaces of solids. The extent to which this phenomenon proceeds depends on the kind of adsorbent, and the amount of adsorption varies as some function of temperature and pressure. The method applies to removing small concentrations of odorous materials from air streams.

The adsorbent which is found most suited because of the large number of common odorous vapors which it adsorbs is activated carbon. Adsorption systems, when used to decontaminate the air of a space in which odor is generating, operate by dilution.

3. *Alkalization*.—This includes the familiar liming of stench pits. The principle is reported to be applied to solid mixtures which give off acid vapors, by the use of such materials as borax, lime, ammonium carbonate and trisodium phosphate.

4. *Antisepsis*.—The destruction of microorganisms such as bacteria, molds, and fungi, which are believed to be the source of observed unpleasant odors, is accomplished by applying antiseptics to areas or spaces where the organisms are suspected. Phenol, metallic salts and formaldehyde are commonly used for the purpose. Phenol and formaldehyde have strong odors of their own, but are readily endured when used to remove the types of odors with which disease and filth are associated.

5. *Chemical Combination* might have been made a general heading to which at least two other items in this classification might have been subordinated. This heading is intended to include chemical combination and decomposition which proceeds continually in the air, and which is greatly accelerated by

sunlight.

6. *Electrostatic Precipitation*.—Because true odors are gases or vapors, electrostatic precipitation makes no direct contribution to odor control. However, its efficient ability to remove fine dusts and smokes removes this source of irritation for many a sensitive nasal cavity. Furthermore, the particles themselves often hold minute quantities of absorbed odorous vapors, a portion of which is released when the particles find a warm resting place on the mucous membranes.

7. *Olfactory Narcosis*.—This is more a control of the sense of smell than of odors. Some chemicals have the property of reducing the sense of smell to a mild state of insensibility. Among these are formaldehyde, which has been mentioned in another item, formalin, acetaldehyde and ozone. In a light concentration of formaldehyde, for example, the subject soon is unconscious of its presence and also of that of other odors, and he believes he is in an odorless area. This effect must not be confused with olfactory fatigue.

USE OF OXIDIZING AGENT

8. *Oxidation*.—Strictly a chemical process, this method depends upon converting an odorous compound to one or more inodorous compounds by use of an oxidizing agent.

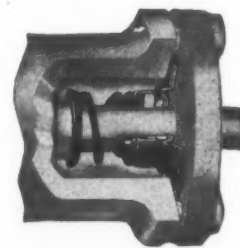
Typical agents used are potassium permanganate, hypochlorous acid and ozone. For example, any of these will oxidize an offensive smelling mercaptan to a non-volatile inodorous disulphide or sulphate. The principle set forth in this item and that set forth in the previous item are frequently found incorporated in odor control equipment sold in small units.

9. *Reodorization*.—This is almost exclusively the perfumers' field. Frequently called masking, it consists of overpowering an existing unpleasant odor with a stronger pleasant odor. Its use goes back to the earliest historic ages, when incense was burned in the temples, and it is still exceedingly common today.

In addition to the use of perfume about the person, reodorization is typified by the spraying of theaters, odorizing (often called deodorizing) of public wash rooms, the perfuming of salesrooms, and many others.

10. *Washing*.—The passing of odorous air through a water spray for the purpose of improving odor quality has been tried for several years. For its success it is important that the odorous vapor which it is desired to bring under control be highly soluble in water, and that the supply of water be renewed as frequently as the amount of vapor in solution reaches a substantial fraction of saturation.

A modification, consisting of adding chemicals to the water for the purpose of reaction with specific vapors in the air, is often proposed, which, however, should properly be classed as alkalization or oxidation.



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Locker Course at Ohio State University Will Cover the Subject from 'A to Z'

COLUMBUS, Ohio—Students enrolled in the frozen food locker plant operator's school opening March 26 at Ohio State university will hear 41 lectures, do 85 laboratory exercises, take four field trips, and eat four frozen dinners.

When they "graduate" May 30, the students will have covered the entire field of locker plant operation from A to Z. They will have heard and seen every angle of the business as described by 43 university instructors, government officials, and businessmen.

The complete program for the school was recently released by the university. The school is sponsored by Ohio State's College of Agriculture in cooperation with the Colleges of Arts and Science, Engineering, and Medicine, the Ohio Department of Health, the Frozen Food Locker Manufacturers and Suppliers Association, and the National Frozen Food Locker Association, Inc.

KANSAS STATE COURSE

A similar course is already in progress at Kansas State college. The two courses were drawn up at the suggestion of the two locker associations to satisfy the "tremendous demand" for trained personnel and for locker-operation information.

Dean John F. Cunningham, of Ohio State's School of Agriculture, will open the course Tuesday, March 26, with an address of welcome. This will be followed by a talk on the "History of Food Preservation" by H. D. Brown, professor of vegetable gardening.

For the next 10½ weeks, the students will learn about such phases of locker plant operation as design, construction, processing and slaughter equipment, sanitation, management, costs, laws, and outlook. Other subjects on the schedule include development of the industry, selection and packaging of products, meat cutting and curing methods, food microbiology, ice cream, food inspection, fundamentals of refrigeration, and insulating materials.

Frozen foods will be discussed from such angles as "Using Frozen Foods," "Pre-cooked Frozen Foods,"

"Temperature Requirements for Frozen Foods," and "Frozen Foods and Health." Various aspects of business and promotion to be considered are "Locker Services and the Community," "Bookkeeping," "Sales Promotion and Public Relations," "Personnel Problems," "Association Activities," and "Letter Writing."

The steps involved in meat preparation and processing will be explained and practiced during 24 laboratory exercises on this subject. Topics to be gone into include the use and care of tools; meat terminology; slaughtering practices; cutting, curing, smoking, grading, tenderizing, and wrapping of various meats; and frozen packaged meat investigation. Students will take part in cutting and wrapping contests.

In the poultry processing laboratories, 21 exercises will be undertaken. These will have to do with the selection, care, grading, dressing, evisceration, inspection, freezing, and packaging of broilers, roasters, fowls, waterfowl, and turkeys. The handling, grading, freezing, packaging, and merchandising of eggs also will be considered.

21 LAB EXERCISES

Twenty-one laboratory exercises have been outlined covering vegetables and fruit. Some of these pertain to packaging, mould counting, freezing, and the use of pectinates.

Among 19 miscellaneous laboratory exercises will be six on the preparation and packaging of frozen fruits and vegetables, meats and poultry, bakery goods, creamed dishes, sea food, and wild game. Others will be on home freezers, electronic heating, bacteriology, bookkeeping, personnel problems, and advertising and sales promotion.

First of the four field trips will be made April 30 and May 1 to Cleveland and Mansfield. Students will visit Swift & Co., Northern Ohio Food Terminal, Terminal Cold Storage, Ohio Frosted Food Service, and Westinghouse Electric Corp.

A tour of Columbus locker storage plants May 7 will take in inspections of Fairmount Creamery, Frozen Food Locker Co., Hilliard's Cold Storage

Lockers, Harris Food Lockers, Westerville Food Lockers, and Groveport Locker Plant.

Frigidaire Division in Dayton and the Springfield Locker Plant are on the schedule for May 14, followed by a trip to Cincinnati May 21 to visit Kroger Co., Food Foundation Research Laboratories, Frank Tea & Spice, and Feldman Frozen Food Storage in Milford.

Four frozen dinners will be served in the Oxley Tea Room.

Listed among the school speakers are J. W. Witte, president of the Frozen Food Locker Manufacturers and Suppliers Association; R. R. Farquhar, secretary of the association; Albert Guggedahl, secretary of the National Frozen Food Locker Association; and H. C. Diehl, director of the Refrigeration Research Foundation.

MANY SPEAKERS

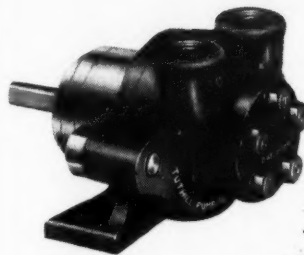
Students also will hear E. H. Bagley, Department of Agriculture official; Neal Banter, manager of Lindley Box & Paper Co., Marion, Ind.; Wayne Carver, editor of locker publications; C. E. Dillon, manager of Koch Butcher Supply, Kansas City; M. J. Dotter, chief of milk sanitation, Ohio Department of Health; and L. W. Hobbs, of Griffith Laboratories, Columbus.

Other scheduled to speak are: J. R. Lostro, engineer of Sperti Lamp Co., Cincinnati; F. D. Stewart, principal assistant engineer of the Ohio Department of Health; C. L. Terrel, of Management Service Co., DeGraff, Ohio; K. F. Warner, meat extension specialist of the Department of Agriculture; and L. O. Warner, president of Refrigeration Service Shop, Inc., Dayton.



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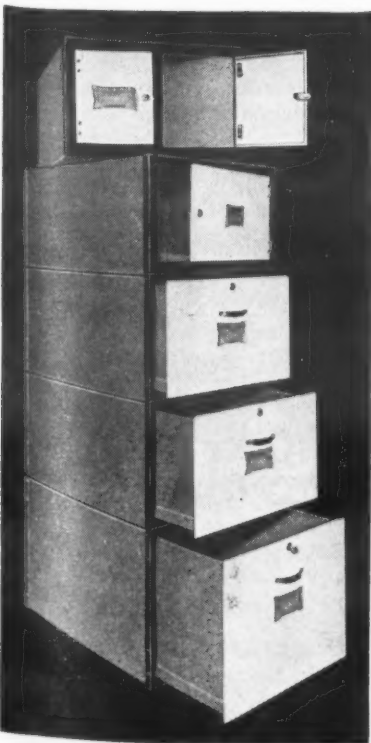
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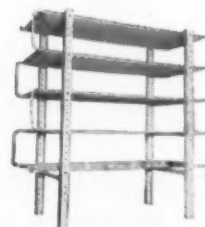
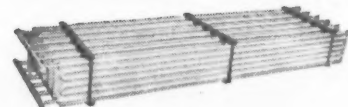
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Planning to Train Veterans 'On the Job'? Then Here's What You Ought to Know

Editor's Note: "How do I go about getting approval to train veterans 'on the job'?" "How much do I have to pay them?" "Do I have to sign a contract?" "Can a veteran be fired?"

Answers by Veterans Administration officials to these and other questions currently being discussed by employers and industry associations are passed on to readers in two articles. The first, presented herewith, explains the training program authorized by the G. I. Bill of Rights. The concluding article will describe the workings of Public Law No. 16, which pertains to the vocational rehabilitation of disabled veterans.

By John Sweet

DETROIT—Say you're an employer who has heard about the Government's program under which discharged veterans can learn a trade, such as air conditioning or refrigeration, while working "on the job" for an approved business establishment.

And say you would like to employ veterans in your firm, but don't know just what you would be getting into or how to go about enlisting in such a program.

What, exactly, is this training-on-the-job all about? Precisely what does an employer have to do to get into it? What obligations does an employer take on when he participates in this program?

To find out the answers to these and other questions that apparently are not clearly understood by some businessmen, the NEWS went to Michigan officials of the Veterans Administration and came away with the following picture of the plan as it

operates in this state. Generally speaking, the same procedure is used throughout the country.

(Technically speaking, a differentiation is made between training "on the job" and apprentice training in one of the highly skilled trades. Used in this sense, apprentice training usually requires union approval.)

Right off the bat, it should be explained that there are two types of training programs. Contrary to popular opinion, only one of these is authorized by what is commonly called "The G. I. Bill of Rights" and by what is officially known as Public, No. 346, 78th Congress, as amended by 79th Congress.

The other program is available only to discharged veterans who are vocationally handicapped and who are drawing disability pensions. This activity, aimed at vocational rehabilitation, was set up under Public, No. 16, 78th Congress, as amended.

A veteran may elect which benefit

he desires.

Although the two programs work out somewhat the same way, there are certain definite differences. Since the greater number of veterans come under Public Law No. 346 (or, the G. I. Bill of Rights), the question might occur to you:

"Well, then what's this G. I. Bill all about?"

In working out the educational benefits to be afforded veterans under the G. I. Bill, Congress apparently realized that not all discharged servicemen would desire or be able to enroll in full-time schooling. It was recognized, seemingly, that many a veteran's training for a job had been interrupted by the war and that due to increased financial obligations, such as by marriage, he would find it difficult to resume this training without financial assistance.

So Congress included in the G. I. Bill, provisions which would permit a veteran to acquire or resume business or trade training without having to suffer too great financial penalties because of his war service.

First Get Approval

"All right," you say, "I'd like to extend a helping hand to some veterans and at the same time provide myself with well-trained employees. So where do we go from here?"

First of all, as it was explained by J. F. Campbell, chief of Michigan's Vocational Rehabilitation and Education Division of the Veterans Administration, and by L. J. Eastman, acting registration supervisor of the division, your establishment must be approved by the appropriate state agency as qualified and equipped to furnish training. In Michigan, this agency is the Department of Public Instruction at Lansing.

Thus, step number one is to write your state agency, requesting approval of your establishment for training of veterans under Public

Act 346. If you do not know the name of this agency, write to the governor's office or inquire at the nearest Veterans Administration office.

(A new procedure designed to eliminate preliminary exchanges of correspondence between the employer and the state agency has just been put into operation in the Detroit area. Under this simplified set up, an employer can go directly to a local group, composed of members of the United States Employment Service and the Detroit Board of Education, to request approval.

Reports Go to Board

(The USES will delegate field men to make investigations of establishments. These field representatives will be supplied with forms for both the employer and the veteran to use in applying for participation in the program.

(Upon completion of investigation, the field men will submit their reports to a local board of review, similarly made up of members of the USES and the Board of Education. This board of review will then make its recommendations on each firm's application.)

While waiting for an answer, you should make out a training program, or formalize in writing one you are using already, since such a training course is one of the requirements for approval. This outline should show clearly the various general subjects in which the veteran will be trained, a break-down of these subjects into the steps involved in each one, and the approximate length of time that will be required on each subject.

If your business is in Michigan, your letter of application for approval will be answered by a request to fill out State Vocational Form 388 and return it along with your training program. Here's what the Department of Public Instruction will want you to explain on this form:

Union Consulted?

Type of business. Occupation to be learned. Present number employed in this occupation. Number to be trained. Length of training period. Type of training: apprenticeship or non-apprenticeship.

Will record of employment and

progress be kept? Is there a labor agreement? If so, name of labor organization. Has it been consulted? Is provision made for progressively increasing scale of wages during the learning period? Upon completion, will the veteran be employable in the classification for which he is being trained?

Is there an existing training program—in written form? Do you agree to submit your program in written form? If not now in written form, do you wish assistance in reducing it to writing?

A footnote explains that the form constitutes application for approval. It also stipulates that if veterans are to be trained in other occupations, separate applications should be made for each occupation. It states that an authorized representative will contact the establishment to furnish further information and cooperate in working out the complete program for the veterans.

The Department of Public Instruction then turns over the completed form to a committee appointed to make recommendations on establishments in the trade and industry field. All that's left for you, as far as approval is concerned, is to wait for notification of the committee's action.

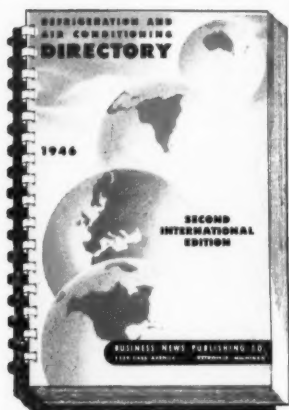
Requirements for Vets

"Okay," you interrupt, "by this time I ought to be lining up veterans for my place, or maybe some have made inquiries already. What about the veteran's side of the program? What does he have to do to be eligible to work for me?"

Here are the requirements which a veteran must meet to qualify for training and subsistence allowance:

1. His discharge must be one other than dishonorable.
2. He must have served on or after Sept. 16, 1940, and prior to termination of the war.
3. He must have had at least 90 days of active service. Those who had training as a regular cadet or midshipman or training in an Army specialist or Navy college program cannot count time so spent as part of the minimum 90-day requirement.

"If a veteran is so qualified, (Continued on next page)



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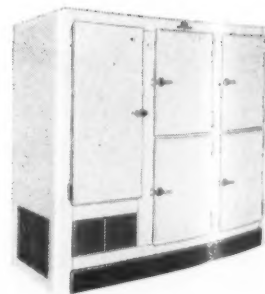
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How the Veteran Applies for His 'On-the-Job' Subsistence Allowance

(Continued from preceding page)

how long will he be permitted to work for me?"

Every qualified veteran whose eligibility is certified by a regional office of the Veterans Administration is entitled to at least one year of training in an approved institution. But he may have additional training not to exceed the time he spent in active service on or after Sept. 16, 1940.

For example, a veteran who served four months is allowed one year's training plus four months, or a total of 16 months. However, four years of full-time training is the maximum permitted.

Nine-Year Limitation

This training must be started within four years after discharge, or termination of the war, whichever is the later date. No training can be afforded beyond nine years after the war's end.

"So what should a veteran do who wants to apply for training with me under the G. I. Bill?"

He should go to the nearest Veterans Administration regional office in his state and make application on Form 1950 for a Certificate of Eligibility and Entitlement. If found eligible, he will receive notification (in the form of this certificate, Form 1953) of the period of training to which he is entitled and will be informed that he may select a course of training in any approved establishment.

"Doesn't the Veterans Administration require me to submit any information or reports?"

Yes. A Michigan business man, for example, will receive a letter from the Veterans Administration advising that it has been informed he is anticipating training veterans on the job. The letter will tell him that when his establishment has been approved, he may accept any veteran for training who presents his Certificate of Eligibility. He will be directed that once this approval is granted, he must forward each certificate, properly endorsed by both the veteran and himself, plus a certified statement containing the following information:

1. A description of the trade for which training is to be given, and length of the training course customarily required.
2. The monthly salary or wage, based upon the standard work week exclusive of overtime, payable to the trainee.
3. The salary or wage applicable to the beginning rate, similarly based upon the standard work week exclusive of overtime, for a journeyman in the position for which the veteran is preparing himself.

Monthly Certificate

4. Willingness to furnish the Veterans Administration monthly a certificate showing the attendance record and the amount paid to the trainee during the month, directly or indirectly, as wage, compensation, or other income.

5. The charges for supplies and other necessary equipment customarily furnished other persons being trained by the establishment in the given trade.

On receipt of this information and the veteran's certificate, official entry into training will be made.

"What other information should I submit?"

In addition to a monthly affidavit certifying to wages paid, it is the responsibility of the employer to notify the Veterans Administration of any interruptions of, absence from, or discontinuance of the training of any veteran. This is necessary because to remain eligible for allowances, the veteran must continue in a training status.

"I have heard that sometimes subsistence allowances do not come through for a long time."

Delays occur mainly because of failure to follow proper procedure. If the employer's statement is correctly filed and the veteran's eligibility has been determined, approval should be forthcoming within a short time.

"Speaking of subsistence allowances, just how much are veterans given under the G. I. Bill?"

To supplement their income while learning on the job, the Government pays a single man without dependents

\$65 a month, and allows a man with one or more dependents \$90. An employed wife is considered a dependent. The number of children or other dependents does not change the allowance.

"That brings up the important question of how much I have to pay a veteran."

You are expected to pay only what you ordinarily would to any beginner. Thus, the combination of what you pay and the subsistence allowance provides the veteran with an income in keeping with his age and responsibility.

"If I increase a veteran's pay, won't he eventually be making more than the minimum for a trained employee?"

No. Under the G. I. Bill, a veteran is permitted to earn no more than the entrance skilled wage for an occupation. If the amount of his wage plus his subsistence total more than that, the subsistence allowance is reduced until the combined income is the same as that of the entrance skilled wage.

"Someone told me the Government makes up the difference between the wage I would pay and a beginning journeyman's wage."

From the foregoing, you can see this is not exactly so. In many cases, the veteran's wage you pay him and his Government subsistence will total as much as the wage paid a qualified employee, but not necessarily so. The Government pays the set subsistence allowance of \$65 or \$90. This sum is never increased, but is decreased if, in combination with your wage, it totals more than the entrance skilled wage.

Are Tools Paid For?

"Will the Government pay for tools needed by the trainee?"

There is a regulation permitting managers of regional offices to authorize provision of necessary tools when the cost does not exceed \$50, but this rule is now being studied with a view to revision.

"Can a veteran who is working for me take trade or public school courses at government expense to supplement the training I give him?"

Under the G. I. Bill, a veteran can receive instruction in the theory of his trade provided an agreement for such schooling was made a part of the original training program approved by the state agency.

"All right, supposing all these details are worked out okay but one of the veterans I take on turns out to be no good to me. Am I stuck with him?"

Absolutely not. All veterans must abide by the same rules as any other employee. You are under no more obligation to keep a veteran than you are to keep anyone else.

If an apprenticeship program is annulled during the probationary period or later cancelled, or if the employer's training program is abandoned, the veteran's monthly subsistence allowance for that particular program ceases.

"You mean I do not have to sign a contract with the Government?"

That's right. The law does not require that a training-on-the-job contract be signed by the employer and the Veterans Administration.

"What are the regulations covering injuries to veterans incurred while working for me?"

Veterans in training under the G. I. Bill are not entitled to disability benefits for such injuries, except as provided by state law.

"Supposing I get approval for training veterans but can't find any who want to work for me?"

You need have no worries on that score, according to Mr. Campbell, chief of the Michigan division. There is not a shortage of veterans who want to get on-the-job training, but rather of places for them to work. However, there are several sources who can direct you to veterans suited to your requirements. Contact the U. S. Employment Service, the Veterans Employment Service, the Selective Service System, Veterans Administration offices, the appropriate state agency, service organizations (such as the American Legion, Veterans of Foreign Wars, Disabled American Veterans), or Army and Navy discharge centers.

(To Be Continued)

Froling Heads Promotion For Clark Supply Co.

MILWAUKEE—L. E. Froling, formerly a lieutenant in the U. S. Naval Reserve, has been appointed sales promotion and advertising manager for Clark Supply Co. here, manufacturer and distributor of electrical and mechanical equipment and supplies.

Now on inactive duty, Mr. Froling served for two and one-half years in the U. S. Naval Armed Guard and saw service in all theaters of the war. He will handle advertising and sales promotional activities for all divisions of the company and their subsidiaries.

Branch offices of Clark Supply Co. are located in Chicago; Hibbing, Minn.; and St. Paul.

Refrigerative Supply Is Incorporated; Officers Elected

SEATTLE—Incorporation Feb. 1 of Refrigerative Supply, a wholesale parts and supplies organization operated as a partnership since July 1, 1944, was announced recently by Harold G. Stern, president.

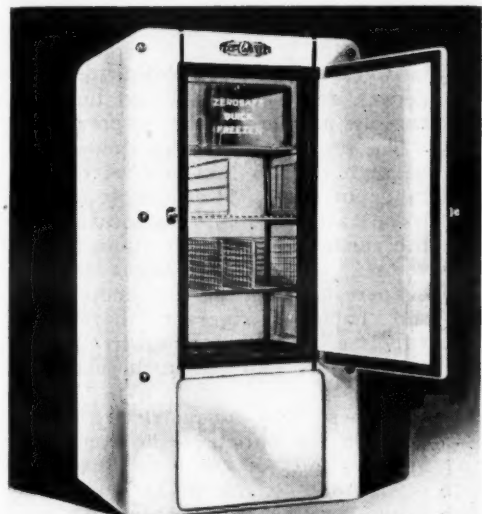
Main office of Refrigerative Supply, Inc., is located here. The company has branches in Tacoma and Spokane, Wash., and Portland, Ore. Another branch in Vancouver, B. C., is a separate Canadian corporation.

Other officers of the firm are W. J. Hieber, vice president; F. M. Crooks, secretary-treasurer; and Violet M. Knoll, assistant secretary.

Stewart Lauer New A.S.R.E. Life Member

YORK, Pa.—Stewart E. Lauer, president of York Corp., manufacturer of refrigeration and air conditioning equipment, has completed 30 years as a member of The American Society of Refrigerating Engineers, and has thus become a life member of the Society.

Mr. Lauer received his B. S. degree in mechanical engineering from the University of Pennsylvania in 1911, and has been associated with York since that time. He became general sales manager in 1929, was subsequently made vice president in charge of sales, and was elected president in 1940.

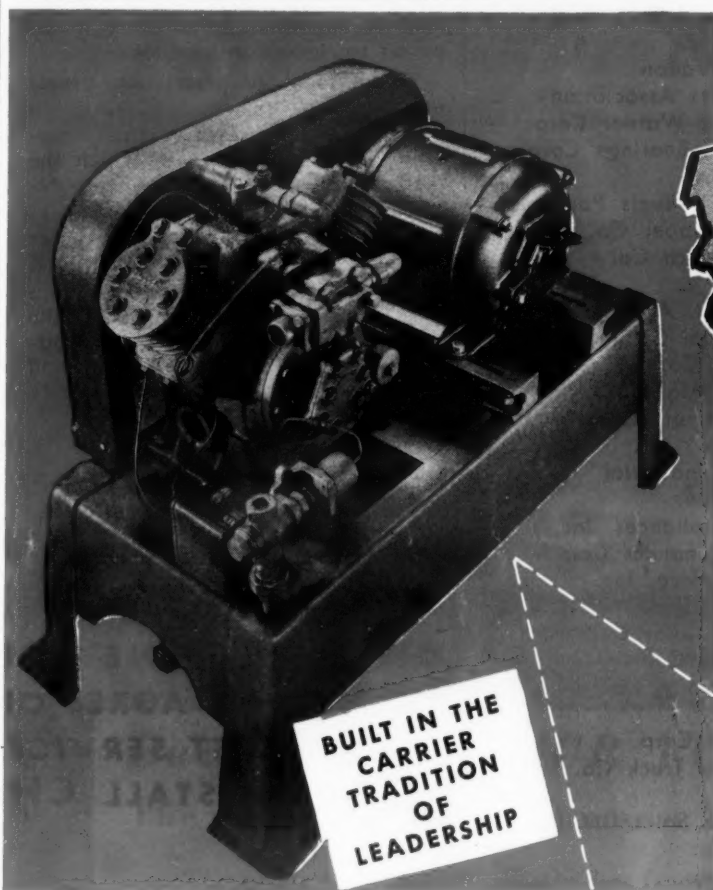


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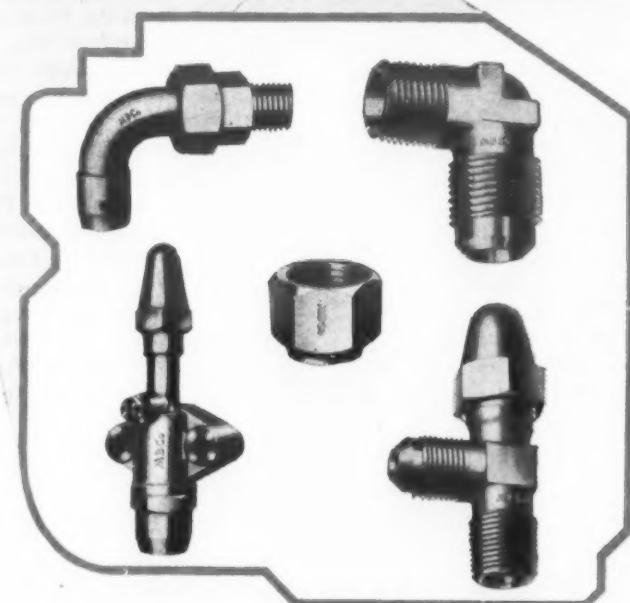
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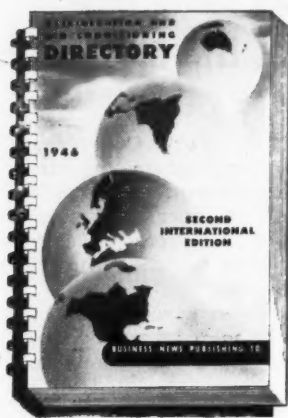
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| American Hard Rubber Co. | McIntire Connector Co. |
| American Injector Co. | McQuay, Inc. |
| Ansul Chemical Co. | Melchior, Armstrong, Dessau Co. |
| Auditorium Conditioning Corp. | Merchant & Evans Co. |
| Automatic Products Co. | Midwest Mfg. Co. |
| Bearse Mfg. Co. | Mills Industries, Inc. |
| Bromann, Albert H., Jr. | Mine Safety Appliances Co. |
| Brunner Mfg. Co. | Minneapolis-Honeywell |
| Bush Mfg. Co. | Regulator Co. |
| Central Service Supply Co. | Modern Machine Works, Inc. |
| Chicago Nipple Mfg. Co. | National Lock Co. |
| Chicago Seal Co. | National Refrigeration |
| Chicago-Wilcox Mfg. Co. | Supply Jobbers Association |
| Clifford Mfg. Co. | Norge Div., Borg-Warner Corp. |
| Copeland Refrigeration Corp. | Norma-Hoffmann Bearings Corp. |
| Curtis Refrigerating Machine Div. | Oberc, Inc., J. M. |
| Cutler-Hammer, Inc. | Panelite Div., St. Regis Paper Co. |
| Davison Chemical Corp. | Penn Brass & Copper Co., Inc. |
| Day & Night Mfg. Co. | Penn Electric Switch Co. |
| Deepfreeze Div., | Percival Co., C. L. |
| Motor Products Corp. | Phillips & Co., H. A. |
| Detroit Lubricator Co. | Pittsburg Chemical Co. |
| Detroit Stamping Co. | Polar Hardware Co. |
| Dole Refrigerating Co. | Puffer-Hubbard Mfg. Co. |
| Eclipse Aviation Div., | Puro Filter Corp. of America |
| Bendix Aviation Corp. | Ranco, Inc. |
| E. I. du Pont de Nemours & Co., Inc., | Refrigeration & Industrial |
| National Ammonia Div. | Supply Co., Inc. |
| E. I. du Pont de Nemours & Co., Inc., | Refrigeration Appliances, Inc. |
| Electrochemicals Dept. | Refrigeration Economics Co., Inc. |
| Emerson Electric Mfg. Co. | Refrigeration Service, Inc. |
| Eureka-Williams Co. | Rempe Co. |
| Fedders Mfg. Co., Inc. | Rome-Turney Radiator Co. |
| Fogel Refrigerator Co. | Saginaw Bearing Co. |
| Fulton Bag & Cotton Mills | Schaefer Brush Mfg. Co. |
| Fulton Syphon Co. | Schmidt Co., C. |
| Gardiner Metal Co. | Seeger-Sunbeam Corp. |
| General Electric Co. | Self-Lifting Piano Truck Co. |
| General Refrigeration Div., | Servel, Inc. |
| Yates-American Machine Co. | Servel Electroflux Sales Div. |
| General Tire & Rubber Co. | Service Parts Co. |
| Grand Rapids Brass Co. | Sherer-Gillett Co. |
| Halelectric Laboratory | Somers, Inc., H. J. |
| Hasco, Inc. | Standard Refrigeration Co. |
| Henry Valve Co. | Stangard-Dickerson Corp. |
| Highside Chemicals Co. | Swift Mfg. Co. |
| Hussey & Co., C. G. | Tecumseh Products Co. |
| Hussmann-Ligonier Co. | Temprite Products Corp. |
| Ideal Beer Cooler Co. | Torrington Mfg. Co. |
| Imperial Brass Mfg. Co. | U. S. Gauge Co. |
| Jarrow Products | Universal Cooler Corp. |
| Justrite Mfg. Co. | Victor Mfg. & Gasket Co. |
| Kason Hardware Corp. | Virginia Smelting Co. |
| Kelvinator Div., | Weatherhead Co. |
| Nash-Kelvinator Corp. | Westinghouse Electric Corp. |
| Kerotest Mfg. Co. | White-Rodgers Electric Co. |
| Kold-Hold Mfg. Co. | Williams & Co., Inc. |
| Kramer Trenton Co. | Wilson Cabinet Co. |
| Larkin Coils, Inc. | Wolverine Tube Co. |
| Leitner & Co., M. | Wood Conversion Co. |
| Luzerne Rubber Co. | Worthington Pump & |
| Marathon Electric Mfg. Co. | Machinery Corp. |

Second International Edition

REFRIGERATION AND AIR CONDITIONING
DIRECTORY

Guaranteed 28,000 copies

BUSINESS NEWS PUBLISHING CO.

450 W. FORT ST., DETROIT, 26, MICH.

Refrigeration Problems And Their Solution

By P. B. Reed

For Service and Installation Engineers



Manager, Refrigeration
and Air Conditioning
Division, Perfex Corp.

The Capillary Tube (Part 1)

The main purpose of an expansion valve, either of the automatic or the thermostatic type, or of other valves feeding liquid refrigerant into the evaporator is to act as a restriction between the high pressure in the condenser, receiver, and liquid line and the low pressure in the evaporator.

The pressure in the condenser must be high enough that the refrigerant in vapor form will condense at the comparatively high temperature of the condensing medium, room air, or water; and the pressure in the evaporator must be low enough for the liquid refrigerant therein to vaporize at the comparatively low temperature required in the evaporator.

If there were no restrictive device between the outlet of the condenser and the inlet of the evaporator, the refrigerant would be at about the same pressure throughout the system; vapor would not condense into a liquid in the condenser, and there would be no boiling of refrigerant in the evaporator to absorb the latent heat of vaporization, so there would be no refrigeration produced.

The amount of restriction necessary depends on:

(1) The low pressure (this determines the temperature at which the refrigerant is boiling in the evaporator).

(2) The high pressure (the greater the high pressure the more liquid it will force through the restrictor).

(3) The characteristics of the liquid refrigerant—its net refrigerating effect, density, viscosity, and amount of oil in solution.

THE ORIFICE AS A RESTRICTOR

The simplest form of restriction is

an orifice, which is, in effect, a hole. This is the restriction used in the manual, automatic, and thermostatic expansion valves, and in high-side and low-side float valves. To vary the effective size of the orifice a tapered needle is provided to be adjusted at varying positions in or out of the orifice.

This needle may be adjusted by hand (manual expansion valve) by pressure of the refrigerant in the evaporator (the automatic expansion valve) by a combination of refrigerant pressure in the evaporator and by the temperature of the outlet of the evaporator (the thermostatic expansion valve) and by the level of liquid refrigerant in a chamber (high-side and low-side float valves).

LENGTH OF SMALL TUBING AS A RESTRICTOR

Instead of an orifice, a length of tubing of small diameter may furnish the restrictive effect. This small diameter tubing is called "Capillary" tubing meaning "hair-like" on account of its similarity to human hair, which is also tube-like. In use it is usually wound into a small coil for convenience and to save space.

The restrictive effect of a "choke" tube of this sort remains more nearly constant with variations in differences of the pressures on each side of the restrictor, than a fixed orifice that is not automatically adjusted as to size by a tapered needle actuated by pressure, temperature, or liquid level.

With the capillary tube mounted between the liquid line and the inlet of the evaporator, the flow of liquid refrigerant into the evaporator is restricted. The longer the capillary tube and/or the smaller its diameter, the greater is the restrictive effect, and the less will be the flow of refrigerant into the evaporator.

Since the inside diameter of the tube is fixed (usually about $\frac{1}{32}$ in.), the amount of flow can be regulated by varying the length of the tube.

AMOUNT OF CAPILLARY TUBING REQUIRED

In practice it is determined by experiment that a certain number of feet of capillary tubing of a certain size (diameter) has enough restrictive effect to pass just the right amount of liquid necessary to make the evaporator fully active.

However, the capillary tube is not self-adjusting and if certain conditions change, such as an increase or decrease in the difference in pressure between the high and low sides, the amount of liquid refrigerant that it passes into the evaporator also changes.

EQUALIZATION OF PRESSURE DURING OFF CYCLE

During the period when the condensing unit is not running, the condensing and evaporator pressures equalize, for the capillary tube stays open during this off cycle. This has both advantages and disadvantages.

Since the pressures are equalized, the only power necessary at starting is to overcome the inertia and friction of the parts of the compressor and motor, that is, to get the machine "rolling." This is an advantage, for a low-torque type motor may be used, at a savings in cost over a high-torque type.

LIQUID IN CONDENSER UNLOADS INTO EVAPORATOR

When the condensing unit stops, the liquid in the liquid line and in the condenser, also the hot gas in the condenser flows over into the evaporator. This is a disadvantage for this heat must be removed from the evaporator. However, there is not much heat in the comparatively small amount of vapor in the condenser, especially since it cools somewhat on its way to the evaporator.

(To Be Continued)

REFRIGERATION AND AIR CONDITIONING DIRECTORY

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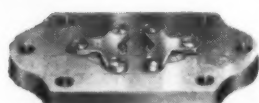
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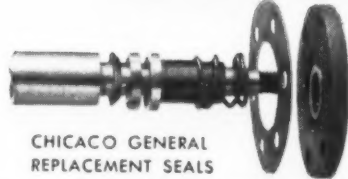
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Save time and work, too.
Only refrigerator compressor valve plates with removable valve seats. Sizes for most compressors.



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CHICAGO SEAL CO.

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Lipman

Automatic Refrigeration

Emerson Electric Gets WAC Approval on Lease Of 5 Factory Buildings

WASHINGTON, D. C.—The Emerson Electric Co.'s request for a five-year lease on land and five of the eight factory buildings it operated in St. Louis, Mo., during the war has been approved by the War Assets Corp., it was announced here. The WAC, which is a subsidiary of the Reconstruction Finance Corp., has given the company option to purchase, subject to priority rights of federal government agencies, it was further stated.

Lease on the factory buildings, where Emerson Electric manufactured aircraft gun turrets during the war, has also received formal approval of the Department of Justice, the announcement said.

Company officials indicated that they plan to use the five buildings for the manufacture of small electric motors, electric fans, and similar products.

It was announced that Emerson Electric plans to employ approximately 4,000 workers.

New Factory Representatives Appointed To Handle Peerless Products



D. H. SMITH



H. B. WEEKS



R. L. WILLIAMS



DAVID SNOW



F. M. EVERSDEN

New Peerless Agents To Cover 20 States

MARION, Ind.—M. W. Knight, general sales manager of Peerless of America, Inc., manufacturer of refrigeration and air conditioning equipment, announces the appointment of five factory representatives to handle the complete line of Peerless products in four territories covering 20 states.

The representatives are H. B. Weeks, owner of Weeks & Co., Boston; F. M. Eversden, head of F. M. Eversden & Associates, Philadelphia; David Snow, New York City; and D. H. Smith and R. L. Williams, owners of Smith-Williams Co., Oklahoma City.

Mr. Weeks, with A. E. Borden Co. for eight years as a sales representative, will cover Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, and Connecticut. He recently formed the firm of Weeks & Co. to act as manufacturers' agent in the New England states. He has a background of two and a half years in sales promotion in the appliance field.

Pennsylvania, southern New Jersey, Delaware, West Virginia, Virginia, North and South Carolina, Maryland, and the District of Columbia comprise the territory of Mr. Eversden. Starting out in the retail domestic field in 1922, Mr. Eversden later became Detroit district manager for the refrigeration division of Borg-Warner Corp.

He was also associated with Kerotest Mfg. Co., being assigned to sales development in Canada and the eastern seaboard states. In 1942, he formed his own company.

From headquarters in the Woolworth building in New York City, Mr. Snow will handle northern New Jersey and New York. After receiving a degree in mechanical engineering from Stevens Institute of Technology in 1928, Mr. Snow joined York Ice Machine Co.

Mr. Snow served four years at York, Pa., and eight years in New York City as district engineer before moving to Peerless in 1941 as chief engineer to set up an engineering staff for war production. From 1942 to 1946, he was the ordnance contact man for Peerless on all government contracts.

The Smith-Williams firm, formed last August, will cover Oklahoma, Kansas, Arkansas, western Missouri, and Texas. A native of Oklahoma and a graduate of the University of Oklahoma, Mr. Smith has been active in the sales of specialty appliances for the last 15 years.

Mr. Williams, a native of Missouri and a student at both the University of Oklahoma and Oklahoma City University, was associated with the Oklahoma Frigidaire distributor for 13 years. For the past eight years he was employed by an Oklahoma refrigeration jobber as a sales engineer.

Williams Rejoins Appliance Firm after 3 years in Navy

CRAWFORDSVILLE, Ind.—Dwight Williams has again taken up his partnership post with Symes & Williams, electrical appliance dealer and contractor, after more than three years of active service in the Navy. At the time of his discharge, Mr. Williams held the rank of chief petty officer. His return to the company completes the "returned servicemen" list at Symes & Williams.

Prices Established on 8 Inland Ice Trays

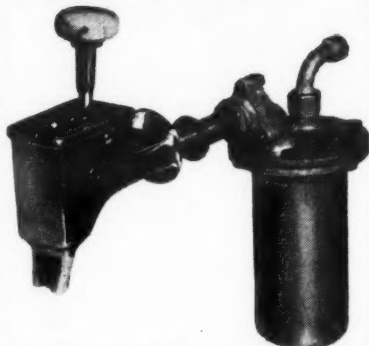
DAYTON, Ohio—Maximum prices for eight models of ice cube trays and accessories manufactured by Inland Mfg. Division, General Motors Corp., here have been established by OPA in Order 4840 to MPR 188. Covered in the order are sales to wholesalers (jobbers), department stores, dealers, and consumers.

Sales by the manufacturer are f.o.b. factory, and all other sales are subject to customary terms.

Prices established by the order are shown at right:

Article	Model No.	Maximum prices for sales by any seller to—			
		Wholesale (jobbers) Each	Department stores Each	Dealers Each	Consumers Each
Operating lever 5" x 1 1/2"	754113	\$0.05	\$0.055	\$0.075	\$0.10
Ice cube tray with tilt out grids and without pan lifter	753986	1.20	1.32	1.80	2.40
Ice cube tray with tilt out grids and pan lifter	753987	1.25	1.375	1.875	2.50
Ice cube tray with shucker grids and without pan lifter	755879	1.825	2.0075	2.7375	3.65
Ice cube tray with shucker grids and with pan lifter	755878	1.875	2.0625	2.8125	3.75
Ice cube tray without pan lifter	753982	.70	.77	1.05	1.40
Ice cube tray with pan lifter	753985	.75	.825	1.125	1.50
Ice cube tray with pan lifter	755877	1.125	1.2375	1.6875	2.25
Ice cube tray without lifter	755873	1.075	1.1825	1.6125	2.15

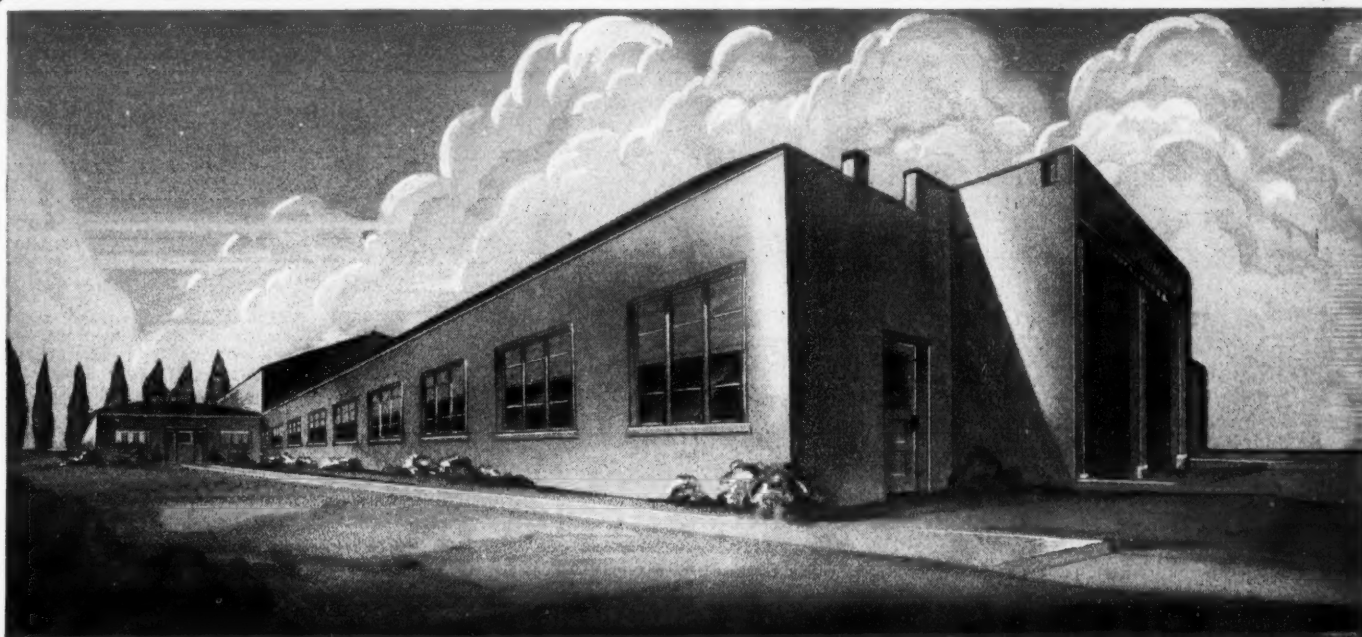
AN... IMPORTANT ANNOUNCEMENT to the COMMERCIAL REFRIGERATION SALES & SERVICE ORGANIZATIONS



- Now available for immediate delivery. The Internationally Famous Taylor Beer Control System.
- This system was designed to draw a superior glass of beer. Can be installed in most existing beer dispensing systems.
- The Taylor Beer Control System can be attached to DOWN DRAFT—SWEET WATER—ICE and most REFRIGERATED SYSTEMS.
- Fourteen reasons why 90% of your customers will be in the market for the TAYLOR BEER CONTROL SYSTEM TODAY.
- Increase profits up to \$6.00 per barrel.
- Beer is drawn into glass without first "spitting" foam.
- One draw for perfect glass of beer without overflow.
- No combing, no refilling, no lost motion.
- Controls beer with keg temperature of 35 to 75 degrees.
- Last glass of beer from keg as good as the first.
- Assures drawing of entire contents from keg.
- Double action faucets draw either beer or foam.
- Refrigerated and double-insulated faucet construction.
- Smooth flow into glass prevents loss of carbonation.
- Absolute control of beer and size of head.
- Longer life of beer and foam in all conditions.
- Draws full volume carbonation, no wild or flat beer.
- Original brewery flavor, increases sales and profits.

Dealers—Distributors wanted! Write today for full information and take advantage of the biggest market in our history.

TAYLOR PRECISION MFG. CO.
1299 Parsons Court
ROCKY RIVER 16, OHIO



Building for YOUR FUTURE

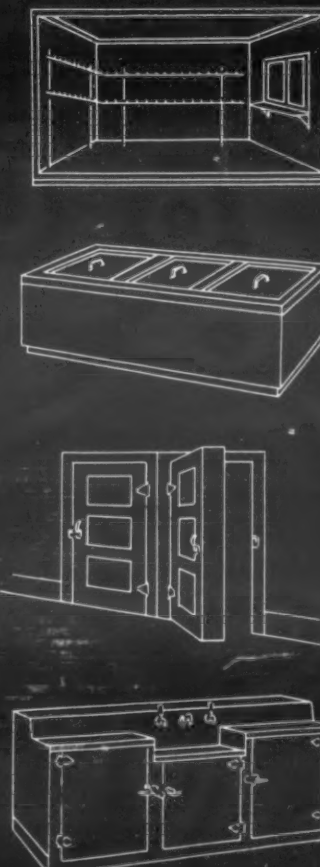
The New Albert H. Bromann Jr. Plant

The products which will shortly flow from this new factory will add substantially to the profits and prestige of far-sighted refrigeration dealers who handle them, for this plant has been built with one thought in mind—to supply a growing demand among your customers by turning out a line that will be outstanding in the industry.

Well lighted, comfortable working areas; improved, high-speed machines; roomy storage and shipping departments—every facility for fast, high quality production has been incorporated in this new plant. We can predict with confidence that the custom built cooling rooms, industrial freezing cabinets, cold storage doors and direct draw beer dispensers fabricated here will be second to none in design, materials and workmanship.

Of particular interest to you, because it protects your profits, is the Albert H. Bromann Jr. policy of selling only through recognized, established refrigeration outlets. None of these products will be sold direct to users at any time under any circumstances.

Your customers want these units. We are ready to put them into production the moment necessary materials become available. In the meantime, we suggest you write us so that your name may be placed on file to receive complete new literature when it is ready for distribution.



ALBERT H. BROMANN JR.

SCHILLER PARK, ILLINOIS (CHICAGO SUBURB)



WE ARE PREPARED
To distribute your products of
★ Air-conditioning
★ Refrigeration
★ Food Freezers, etc.
Along the Eastern Seaboard States.
Our salesmen cover the 48 states.
For those who want this representation,
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HEAT TRANSFER EQUIPMENT
MARLO
COIL COMPANY
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REFRIGERATION SUPPLIES

We stock a complete line of refrigeration supplies and equipment for immediate delivery.

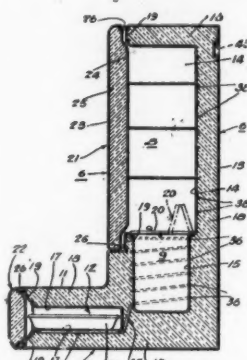
Send for our 1946 circular

G & E Equipment Supply Co.
400 N. Sangamon Street
CHICAGO 22, ILLINOIS

PATENTS

Week of Jan. 22

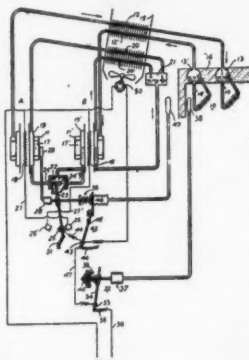
2,393,238. **REFRIGERATOR.** Donald E. Dailey, Germantown, Pa., assignor to Philco Radio & Television Corp., Philadelphia, Pa., a corporation of Delaware. Application Feb. 26, 1944, Serial No. 524,059. 12 Claims. (Cl. 62-89.)



1. In a refrigerator, a cabinet of generally L-shaped cross-sectional configuration comprising a substantially vertical portion and a forwardly extending substantially horizontal portion, said vertical portion containing a refrigerated main food compartment and a refrigerated well-type compartment below said main food compartment, and said horizontal portion forming a work surface below the main food compartment and forwardly of the well-type compartment and housing an evaporator element so as to provide a refrigerated area within said last-mentioned portion, and means for supporting said cabinet in an elevated position.

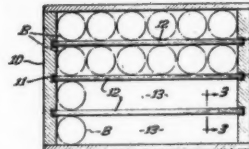
2,393,241. **INTERMITTENT ABSORPTION OR ADSORPTION REFRIGERATING APPARATUS.** Nils Erland af Kleen, Stockholm, Sweden, assignor to Kleen Refrigerator, Inc., Hoboken, N. J., a corporation of Delaware. Application June 12, 1942, Serial No. 446,806. 11 Claims. (Cl. 62-5.)

10. In refrigerating apparatus including a plurality of intermittent absorption refrigerating units having alternate generating and absorbing periods and each including a boiler-absorber; the combination of heating means for each of said boiler-absorbers; cooling means for each of said boiler-absorbers; and control mechanism for said heating means and



cooling means including a change-over device responsive to a condition affected by heating and cooling the boiler-absorber of only one of said units constructed and arranged to terminate heating and initiate cooling of the boiler-absorber of one of said units and simultaneously to terminate cooling and initiate heating of the boiler-absorber of another one of said units at a critical condition attained during the generating period of said one unit and to terminate cooling and initiate heating of the first boiler-absorber and simultaneously to terminate heating and initiate cooling of the second boiler-absorber at another critical condition attained during the absorbing period of said one unit.

2,393,245. **REFRIGERATING CONTAINER.** Charles E. Hadsell, Los Angeles, Calif. Application Jan. 18, 1944, Serial No. 518,707. 1 Claim. (Cl. 62-1.)



A refrigerating container having grooves in opposed walls thereof, partitions having their ends receivable in said grooves and dividing the container into compartments, each partition being in the form of a flexible impervious container containing a liquid adapted to be frozen, whereby when the liquid is frozen the partitions will be stiff and may be positioned in their grooves in the containers as stiff partitions and serve to cool the compartments formed thereby, and upon melting the liquid will be entirely retained within the partitions forming containers.

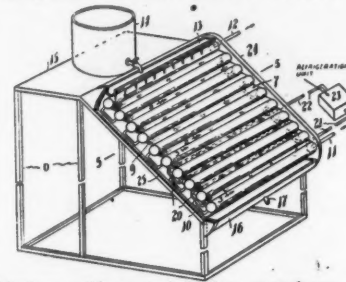
2,393,304. **REFRIGERANTS AND PROCESS OF MAKING THEM.** Anthony F. Benning, Woodstown, and Frederick B. Downing, Penns Grove, N. J., and Roy J. Plunkett, Wilmington, Del., assignors to Kinetic Chemicals, Inc., Wilmington, Del., a corporation of Delaware. No Drawing. Original application July 10, 1940, Serial No. 344,666. Divided and this application Feb. 18, 1943, Serial No. 476,332. 3 Claims. (Cl. 260-653.)

3. The method of producing CHF_2CCl_2 which comprises heating C_2F_4 with anhydrous HCl at temperatures of from about 150°C . to about 400°C . in the presence of carbon as a catalyst.

2,393,387. **MILK COOLER.** William T. Lee, Norfolk, Va. Application July 15, 1944, Serial No. 545,182. 3 Claims. (Cl. 257-183.)

3. In cooling apparatus for liquids, the combination, a transverse series of tubular members horizontally supported in spaced relation with the series extending

in a general downward direction for gravity flow of liquid thereover, said tubular members adapted to have a cooling fluid circulated therethrough, walls



bridging adjacent tubular members, and means providing passages in at least some of said walls for circulation of a cooling fluid therethrough.

Bulletin Offers Data On Refrigerator Oils

NEW YORK CITY—A new technical data file prepared by the department of industrial research, L. Sonneborn Sons, Inc., New York, offers information on the use of highly refined white mineral oils for the lubrication of mechanical refrigerators.

The file is standard file cabinet size and may be used as a folder for filing all essential data on the subject. Arranged on the front of the file are data on properties of the various recommended white oils.

An insert titled "Lubrication Guide for Domestic Refrigerators," supplied with the file, lists various makes of refrigerators on the market and the grade of white mineral oil recommended in connection with the particular refrigerant employed.

A copy of the technical data file (F-20) may be obtained by writing on business stationery to the White Oil and Petroleum Division, L. Sonneborn Sons, Inc., 88 Lexington Ave., New York 16, N. Y.

Operations In Friction Sawing Are Described

MINNEAPOLIS—The advantages and different uses of friction sawing are discussed in a booklet entitled "Friction Sawing" just released by the DoAll Co., manufacturer of machine tools, gauges, and presses here. Included in the booklet are several charts and many illustrations showing how to employ the DoAll Zephyr machine for various jobs.

The booklet points out that friction sawing in its scope cuts many times faster than conventional methods and, more important, cuts materials which can be machined in no other way. The principle involved in friction sawing is that the momentary contact between the material being cut and the fast moving saw produces enough friction to heat the material to its softening point.

As the material is fed into the saw it becomes soft and is removed from the kerf by the high velocity blade.

CLASSIFIED ADVERTISING

RATES for "Positions Wanted" \$2.50 per insertion. Limit 50 words.
RATES for all other classifications \$5.00 per insertion. Limit 50 words.
Advertisements set in usual classified style. Box addresses count as five words, other addresses by actual word count.
PAYMENT in advance is required for advertising in this column.

POSITIONS WANTED

AVAILABLE: Independent commercial service engineer, with many years experience, including that of a licensed operating engineer, would like position or business opportunity. Associate member A.S.R.E. Age 48, married. Prefer locating in California or the west, size of community immaterial. Address Box 1913, Air Conditioning & Refrigeration News.

REFRIGERATION ENGINEER, 40, background covers service and installation, load calculation, design layouts, sales promotion. Gained knowledge through actual experience, schooling, and extensive study. Six years supervising experience. Proven record of ability with dealer and manufacturer. Excellent for dealer or large service company. Prefer Southeast. Box 1926, Air Conditioning & Refrigeration News.

MAN: 42 years old, 18 years in refrigeration and air conditioning industry. Competent engineer, held executive and promotional positions with major manufacturers and distributors, both foreign and domestic territories. Desires position managing commercial refrigeration and air conditioning operation. Minimum consideration to start, \$6,000. Available March 31st. Box 1927, Air Conditioning & Refrigeration News.

EXPERT INSTALLATION and Service Man—Domestic and commercial air conditioning. 15 years refrigeration and appliance experience. Will move anywhere, prefers South. Considerable commercial and locker plant experience. Install jobs complete with wiring and plumbing. State wages in first letter. Available immediately. Box 1928, Air Conditioning & Refrigeration News.

SALES EXECUTIVE: 15 years successful experience in executive management and direction of retail and distributor organizations in domestic and commercial electrical appliance business. Would like to contact manufacturer interested in district sales representative or factory branch manager for west coast territory. Box 1930, Air Conditioning & Refrigeration News.

POSITIONS AVAILABLE

SALESMAN—Large St. Louis distributor has real opportunity for a salesman with knowledge of refrigerated locker plants, frozen food coolers, and commercial refrigeration. Write Sales Manager, HUSSMANN DISTRIBUTING CO., 3325 Washington, St. Louis 3, Mo.

FACTORY REPRESENTATIVES to contact jobbers and distributors by producers of the ZERO-O-LINE of Frozen Food packaging in Michigan, Ohio, Kentucky, Southern Indiana, North and South Dakota, Nebraska, Missouri, Kansas, Oklahoma, Texas, Arkansas, New Mexico. YORKVILLE PAPER CO., INC., 431 East 77th St., New York 21, N. Y.

SALES MANAGER—Opportunity for an experienced man to establish and manage a Wholesale Refrigeration and Air Conditioning Jobber Supply Department in Tennessee as part of a national distributing company. Give full details of experience including education, compensation expected, and five industrial references. All replies are confidential. Box 1923, Air Conditioning & Refrigeration News.

NATIONALLY KNOWN manufacturing, retailing organization, designed own refrigerated commercial appliances and contracted for manufacture, requires high grade refrigeration field service man to superintend assembly of first units in factory, install in field, prepare service manual, establish local service contractors as required. Write experience, references, past earnings, salary expected. Box 1931, Air Conditioning & Refrigeration News.

EQUIPMENT FOR SALE

FOR SALE: 500 used ice cream cabinets, direct expansion \$10 per hole. Brine \$5 per hole "as is." All sizes from 2 to 10 holes. Re-manufactured A.C. condensing units $\frac{1}{4}$ hp. up to $1\frac{1}{2}$. Write for particulars. EDISON COOLING CORP., 310 East 149th St., New York 51, N. Y.

BEVERAGE COOLERS: 6 ft. capacity 22 cases; 8 ft. capacity 30 cases. These are dry coolers with heavy duty coils and one forced-air fan in 6 ft. model, two in 8 ft. model. Both have stainless steel doors and trim. Immediate delivery. GENERAL REFRIGERATORS CORP., 678 Broadway, New York 12, N. Y. STuyvesant 9-1222.

SPORLAN THERM. expansion valves type HM-C, inlet $\frac{1}{4}$ SAE, outlet $\frac{1}{8}$ SAE. Port $\frac{3}{16}$, 3 to 6 ton methyl, tube 5 feet, date D-44. These valves are brand new government surplus. \$6.50 in 5 lot, \$8.25 in 10 lot, \$8.00 in 25 lot. R & R EQUIPMENT CO., 2724 Third Ave., Bronx 54, N. Y.

RECONDITIONED CONDENSING Units, air and water cooled. All in excellent condition. Kelvinator, Frigidaire, and others. Attractive prices. Write for details and prices. Box 1925, Air Conditioning & Refrigeration News.

SCHOOLS

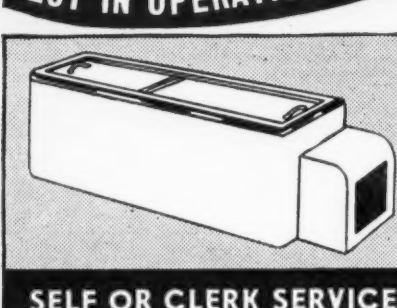
F. O. JORDAN SCHOOL OF ENGINEERING is licensed school conducted by successful engineers to teach you how to do design, layout, installation, and trouble-shooting required of the practical field or application engineer for the air conditioning, refrigeration, heating, and ventilating industries. 277 Moross, Grosse Pointe Farms 30, Detroit, Mich.

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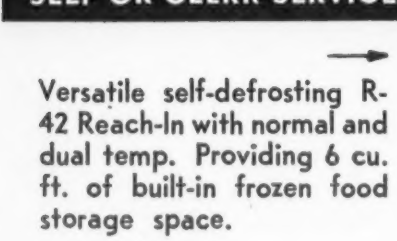
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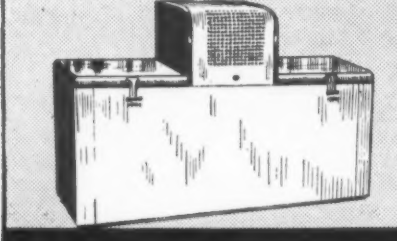


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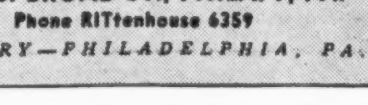
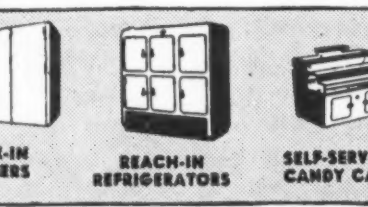
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Off the Chest

HERE'S ANOTHER REASON WHY MEN STRIKE

10016 Marcus Ave.
Tujunga, Calif.

Editor:

As a constant subscriber for the past eight years, I would like to offer some comment on your editorial entitled "Why Men Strike."

You say "it gives the men a chance to spit in the boss's eye." I say "what good would it do anyone to express their venom, hate, and envy that way?" As an amateur observer of human nature, isn't everyone envious of his neighbor's possessions, qualifications, etc.?

It takes only one man to start a train of thought and immediately someone else will try to improve it, being envious of the fact that he didn't start it himself. Everyone tries to set a goal for himself, some succeed and others can't quite make the grade.

You left out a very good reason as to why men strike. The mere fact that salaries are not what they were during the war, and prices of the essential commodities, instead of meeting the drop in take-home pay, have gone beyond the reach of the ordinary worker, who has four and five mouths to feed.

I, myself, am a firm believer in capitalism. But it must be given a chance to meet the worker on an even basis to iron out its difficulties. Unionism uses its best weapon, that of strike, to accomplish its means. While capitalism, having large sums of money to back it up, refuses to accede to any demands.

Plans, theories, and labor-capital meetings have been thoroughly looked into and wrangled about, but one makes more demand than the other wishes to give into, and there you have a beautiful stalemate. Have you ever been to a meeting of any kind where all the important points are passed over in no time at all, but when it came to the minor and mere points of insignificant nature, there the wrangling begins?

Criticisms are very simple to offer, because it is second nature to anyone, but solutions to a problem are usually the most difficult to arrive at. I think that a three-man board should be appointed. One representing capital, the second labor, and the third should be impartial.

This board should be sanctioned by all those involved, and the stipulations should be that their decisions be final. No appeals could be made until one year following that decision, in order that no one should lose

by it, either by time off lost through strikes or by capital through losses in production.

I heard you speak at an A.S.R.E. meeting in New York last year on the subject of refrigeration in medicine, and thought it very inspiring.

Please note the change in address, as I do not want to miss any issues of AIR CONDITIONING & REFRIGERATION NEWS.

MAURICE COOPER

NEWS EDITORIALS 'HIT BULL'S EYE EVERY TIME'

Mechanical Refrigeration Supply Co.
Office: 309 32nd St.
Huntington 2, W. Va.

Feb. 5, 1946

Editor:

Want to congratulate you on your editorials, for you hit the bull's eye every time. I read them with great interest; just keep up the good work. The industry can never repay YOU for all your good work.

Glad to have an excuse to write you, for its' always a pleasure to hear from you.

ROY MCELHANEY

STRIKE EDITORIAL 'IS EXCELLENT'

Monitor Co. of La.-Miss., Ltd.
New Orleans, La.

Editor:

"WHY MEN STRIKE" of Jan. 28 issue, is indeed, excellent understanding.

ALFRED HUNT UHALT, SR.

WHY DO MEN STRIKE? 'THEY'RE BULLDOZED BY UNION LEADERS'

The Canton Hardware Co.
1221-1227 Third St., N.E.
Canton 2, Ohio

Editor:

I was interested in reading your editorial in the Jan. 28 issue entitled "Why Men Strike."

Your reasoning certainly has the advantage of novelty, but I am inclined to believe that you have not hit near the head of the nail. Have you investigated the possibility that most men who are on strike today are in that unpleasant position because they have been ordered to strike by the business agents and heads of their unions?

Has it occurred to you that most union bosses are more interested in political power for themselves than in higher wages for their members? Did you ever sound out any fair sample of the membership of the union on the Q.T. to learn how they would vote on the strike question?

In your article you state that you have been making the rounds of the picket lines and picking up what information you could in that way, but that does not give you an unbiased opinion.

We have been having our share of strikes here in Canton. Timken Roller Bearing Co. was down for two months in the fall with a walk-out over a minor disagreement. Today two-thirds of our industrial workers are out on strike for the U.S.W.U. I have made a point of talking to a great many of these men and it is my opinion that both now and during the earlier Timken strike, the large majority of the men were not in favor of the strike. They were bulldozed into it.

I'll give you an example of an occurrence during the Timken strike last fall and reported to me by one of the Timken workers who attended a meeting to decide whether the union would vote to go back to work. At the meeting there were approxi-

mately 2,000 men attending. The union heads used the old dodge of calling for a standing vote.

One hundred men had guts enough to vote to go back to work. Two hundred voted to stay out. A three hundred vote out of 2,000 attendance! Several weeks later, under civic pressure, they agreed to have a secret ballot and at that time the decision was heavily in favor of going back to work.

There, in a nutshell, is what I believe to be one of the basic faults of many present-day unions. They are not democratic. They are run by a small group of vocal men who carry the majority along with them. When unions become truly democratic (even as government) then we will have good unions, taking into consideration both the welfare of the members and the country as a whole.

I am heartily in favor of democratically operated unions, but strongly against the dictatorial operations of many of the union heads that are now in the headlines.

An interesting straw in the wind was divulged here last week. The Hercules Motor Co. has never been organized. The U.A.W. attempted to organize them a number of years ago but were badly beaten. A week ago the U.A.W. felt strong enough to call for a vote conducted by the N.L.R.B. On the day that voting took place I talked to several of the workmen who are employed at the plant and asked them how they thought the vote would go.

They all replied that in their opinion it would go 3-to-1 in favor of the union. I suspected at the time that 3-to-1 estimate was planted in their minds by the union organ-

izers. The next day actual count of the votes showed a slightly greater than 2-to-1 majority against the union.

This illustrates one of the regular union practices of leading the voters to believe that the union would win by such a heavy majority that they might as well swing along with the crowd. That tactic probably wins a lot of elections, but it did not win this one. The result of the vote seems to me to show a trend toward independent thinking on the part of our industrial workers. That's what we need—both in and out of unions.

JOHN W. BROTHERS,
Executive Officer

NEED ORIENTATION?

Commercial Credit Co.
Baltimore 2, Md.

Editor:

I might add that after 40 months in the service I find your paper more interesting than ever and quite useful in "orienting" me in what's going on in the appliance industry.

TOM MCDAVID

'IT IS TIME THAT THE PEOPLE WOKE UP'

National Association of Ice
Refrigerator Mfrs.
1706 L St., N.W.
Washington 6, D. C.

Editor:

I must compliment you on your splendid editorial appearing in the Jan. 7 issue, under the caption "It Is Happening Here!"

Every word you have said is absolutely true and I wish this editorial might be reproduced in every publication in the United States, as it is time that the people woke up and did something.

If you would consent to have this editorial reprinted, I would be glad to buy 100 copies and circulate it among my friends, giving you full credit for it, of course.

More power to you, George, pour it on!

E. G. VAIL,
Executive Secretary

A Preview Announcement of the New 1946

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2 Representatives Added By Aminco

DETROIT—In order to handle more adequately an increasing volume of sales, American Injector Co. here recently expanded its representation to include manufacturers' agents in the midwest and Canada, it was announced by Edward Kellie, vice president.

The new agents are J. C. Battles, of Galesburg, Ill., and J. D. Ross, of Railway & Engineering Specialties, Ltd., Montreal, Quebec.

Other representatives of American Injector are George I. Boone & Son, of New York City; Wm. H. Cody Co., of Dallas and Houston, Tex.; and Van D. Clothier, of Los Angeles.

J. C. Battles will represent Aminco in the principal cities of Illinois, the western half of Indiana, the main river cities of Iowa, the eastern part of Missouri, and the larger cities of Wisconsin. J. D. Ross will cover all of Canada, with the exception of Vancouver, B. C.

The territory assigned to George I. Boone & Son includes Maine, New Hampshire, Vermont, Massachusetts, Connecticut, Rhode Island, New York, New Jersey, Delaware, Maryland, the District of Columbia, and the eastern half of Pennsylvania.

Texas, Oklahoma, Arkansas, Louisiana, and Jackson, Miss., and Memphis, Tenn., comprise the section to be covered by Allen L. Cody, of Houston, and William H. Cody, of Dallas. Van D. Clothier's territory consists of California, Washington, Oregon, and Fleck Bros. in Vancouver.

Mr. Kellie also announced appointment of John L. Trix, recently discharged from the Army Air Forces, as his assistant. Mr. Trix spent nearly three years in the South Pacific, where he was assigned to an Air Forces service unit.

Products manufactured by American Injector for the air conditioning and refrigeration industry include check valves, constant pressure valves, dehydrators, filters, high side floats, oil separators, snap-action, two-temperature valves, strainers, and water regulating valves.

Winter Air Conditioning Profit Factor Fixed

WASHINGTON, D. C.—Profit increase factors for several industries including winter air conditioning and heating equipment have been established by OPA.

These factors, explains OPA, represent half the peacetime average percentage margin over costs which the industries achieved, and are to be applied to "adjusted total costs" to arrive at a ceiling price.

The industry price factors are as follows: heating and winter air conditioning equipment, 3.2%; oil burners, including conversion burners, 6.5%; gas burners, 7.2%; non-electrically operated control equipment, 6.2%; low pressure valves designed to operate at pressures not exceeding 125 lbs. water working pressure, 3.2%; gas-fired and liquefied petroleum-fired warm air furnaces, including unit heaters, 7.5%; plumbing drainage staples and specialties, 1.8%.

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Commercial REFRIGERATION

MODERN

- DISPLAY CASES
- COOLERS
- REFRIGERATORS
- HOME FREEZERS

AMANA SOCIETY
AMANA, IOWA

Minor Changes Made In Appliance Price Orders

WASHINGTON, D. C.—Minor provisions of the refrigerator, vacuum cleaner, and household stove pricing regulations have been amended to bring them into line with established industry practices. No price changes are involved.

Mail order sales of refrigerators and vacuum cleaners no longer will require invoices if the seller was not accustomed before the war to including invoices with shipments. Consumers presumably are in possession of catalogs in which a legal selling price is stated so that no additional notice is required.

However, if either item is sold at a retail outlet of the mail order house, a price tag must be affixed by the seller at retail.

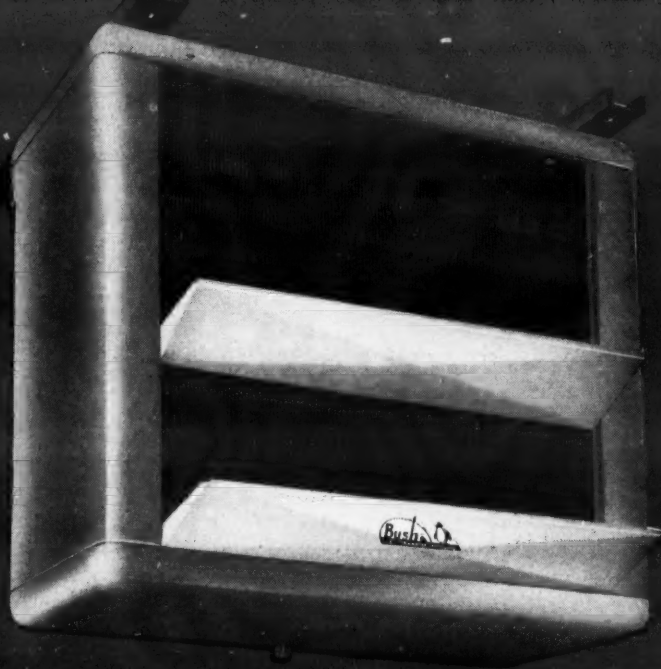
A substantial part of the consumer durable goods sold by mail order houses is specially manufactured for them and sold under brand names owned by the mail order houses, OPA explained. Manufacturers are unable to affix price tags, since they do not know in advance which items will be sold from mail order catalogs and which will be sold in retail stores. Manufacturers in this case are therefore excused from the obligation of attaching the retail price tag.

Stove manufacturers were told that they may petition for permission to define their own selling zones, if those set up in the regulation are undesirable for any reason, so long as the new zones do not result in higher prices at any level of sales.



Frank Frazee inducts new officers of the Chicago Chapter of Refrigeration Service Engineers Society. The officers are (left to right) Fred Stevens, president; Edward Ricco, first vice president; John Hager, second vice president; J. O. Habich, treasurer; E. W. Scott, secretary; Dwight Orr, chairman educational committee; and P. H. Doyle, sergeant at arms.

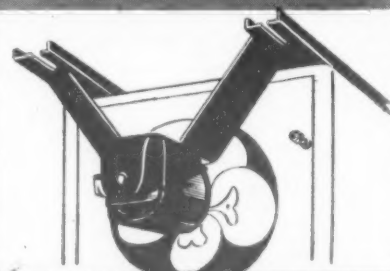
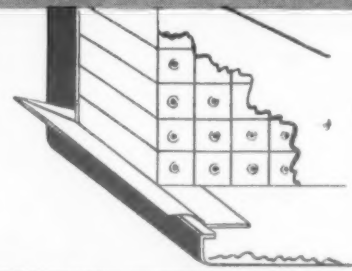
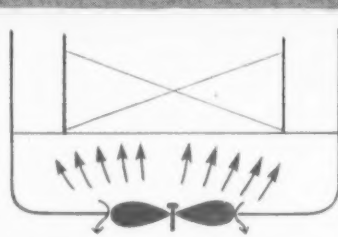
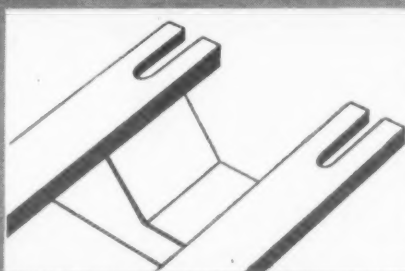
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